TRANSIT HOW ARE THE METROLINERS DOING?

June 2, 1969

RAILWAY AGE

THE TRANSPORTATION WEEKLY

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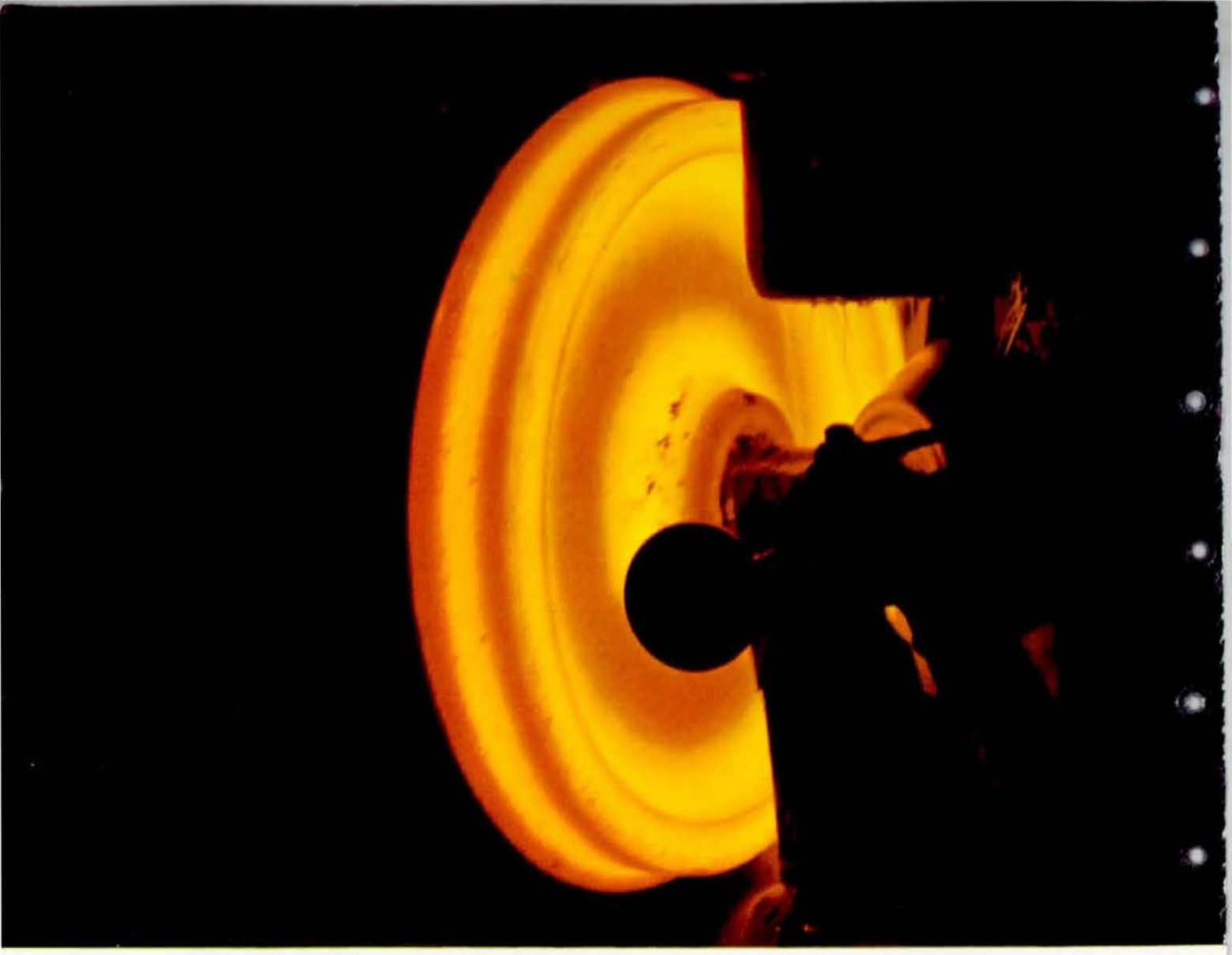
A RAILROADER-TURNED-TRUCKER SAYS:

"LET'S STOP FIGHTING"

William G. White, President
Consolidated Freightways



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RAILWAY AGE

June 2, 1969 • Vol. 166 No. 20

THIS WEEK

18 Metroliners: The paying customers love them
PC's high-speed trains already have achieved a dazzling success.

20 "We need a meeting of minds on common goals"
That's the basic message of railroader-turned-trucker W.G. White.

24 The "Spike of Gold"—as seen overseas
A report on European reaction to our Golden Spike Centennial.

40 Viewpoint—Panic, politics and safety don't mix
No one benefits if politics triumphs over rationality.

DEPARTMENTS

37	As the Editor Sees It	33	Railway Market
33	Freight Carloadings	7	Short and Significant
12	Lines on Labor	40	Viewpoint
8	Monday Morning Report	17	Watching Washington
33	New Equipment	11	Week at a Glance
29	New Products Report	36	You Ought to Know

. . . AND COMING NEXT WEEK

The Muskingum Electric Railroad, America's first high-voltage, commercial-frequency a-c operation, has been built by a subsidiary of American Electric Power to move coal 15 miles to a newly expanded power station. It is also viewed as a test-tube electrification, patterned after the new European and Asian systems, which could do much in establishing whether this form of propulsion is feasible on this continent. A report on the Muskingum will appear in the June 9/16 Railway Age, a two-in-one issue which will be mailed June 13.

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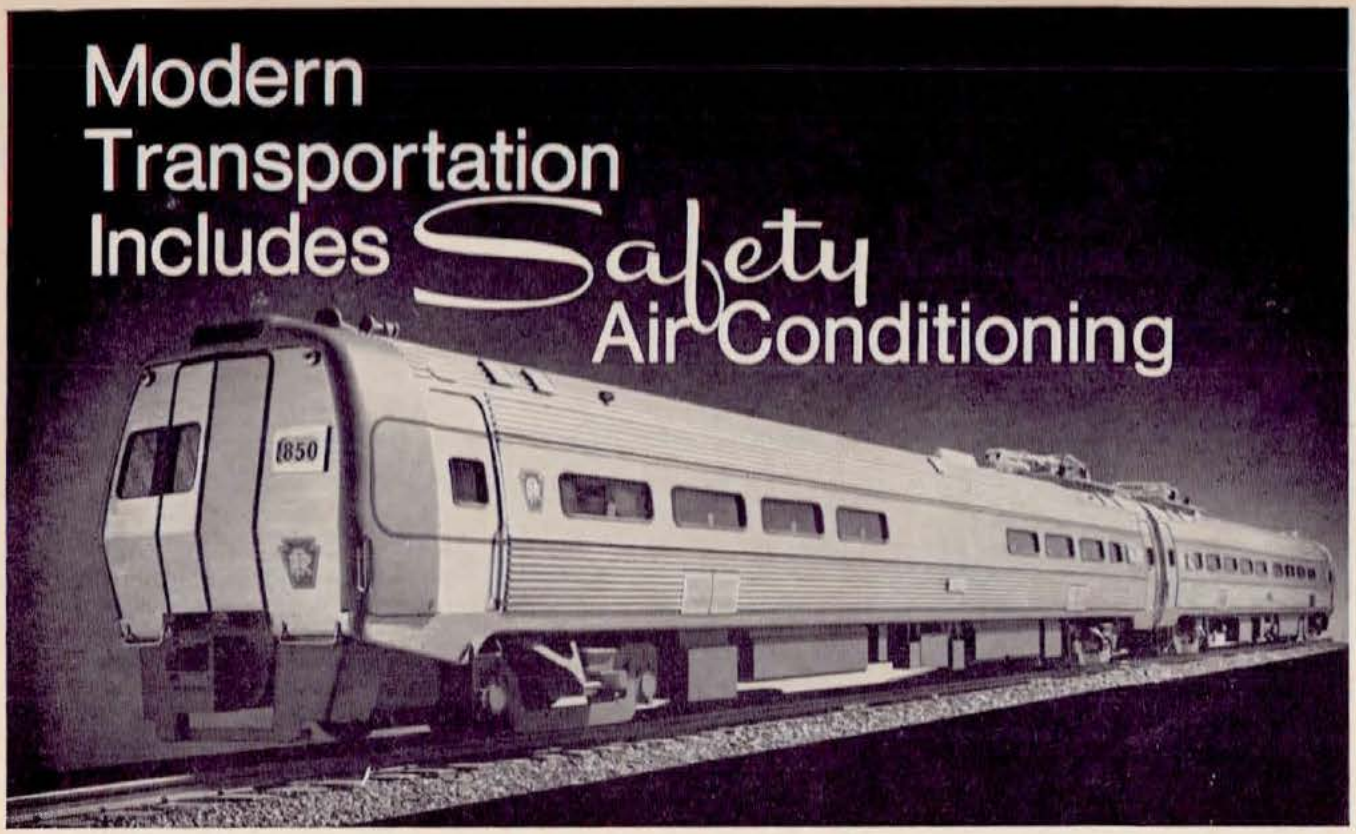
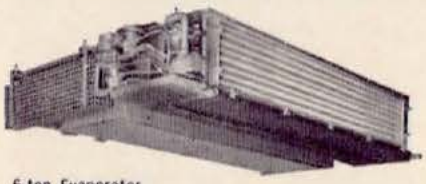
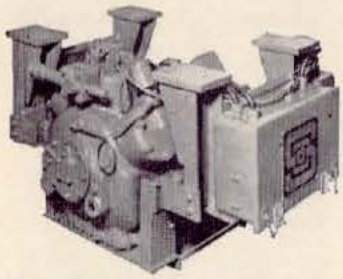
Modern Transportation Includes Safety Air Conditioning

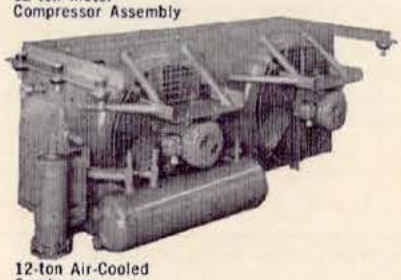




6-ton Evaporator and Blower Assembly, overhead unit



12-ton Motor-Compressor Assembly



12-ton Air-Cooled Condenser

These units are part of the **Safety** Equipment which provides the air-conditioning for cars on the new high-speed Northeast Corridor trains. A motor-compressor assembly, air-cooled condenser unit, and a motor starter and control panel are each separately mounted under each car. Two six-ton evaporator and blower assemblies are installed above the ceiling, one at each end of the car.

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Circle 5 on coupon page 29

SHORT AND SIGNIFICANT

Southern gets set for "total transportation"

Southern's stockholders have approved changes in the company's articles of incorporation. The changes restate the company's purposes and authorize additional capital stock. Authorized common shares without par value have been increased from the previous 7,000,000 to 15,000,000. Five million shares of a new class of subordinate serial preference stock without par value were authorized, in addition to the 3,000,000 preferred shares with par value of $20 a share. The new statement of purpose includes transportation of "things of every kind and nature, by means of railroad, motor vehicle and aircraft" and conduct of any other business that may be authorized by law. "Southern now has greater flexibility in organizing to meet total transportation needs," President W. Graham Claytor, Jr., said, "and the potential for equity financing of acquisitions, mergers or expansions or diversifications that may be desirable in the future." The stockholders' action does not mean any immediate issue of new shares, Claytor said. It only permits the directors to proceed with issuance of such stock if circumstances warrant and the ICC approves.

Rail employee safety awards made by NSC

The National Safety Council has come up with eight winners in employee-safety award rankings for 1968. Southern Pacific ranked first in the top category, for roads whose employees worked more than 40 million man-hours. Other winners: Louisville & Nashville; Elgin, Joliet & Eastern; Bessemer & Lake Erie; Northwestern Pacific; Duluth, Winnipeg & Pacific; Union; and Kentucky & Indiana Terminal.

"Pocahontas" gets some new warpaint

Who said the day of the luxury long-distance passenger train is dead? Not Norfolk & Western. On May 23, N&W formally introduced its completely refurbished and re-equipped flagship train, the "Pocahontas," with the comment that it was "turning back the calendar to the era of luxurious rail travel." Dome cars have been assigned for the first time to the train, which came into being 43 years ago. Dining car-cocktail lounge service is available to sleeping-car passengers; an economy meal plan is provided for coach passengers. Major credit cards are honored. "We hope these cars will attract more people to rediscover rail travel as a modern and enjoyable way to ride and see the country," said Robert B. Claytor, N&W senior vice president. To attract these people, first-class fares have been eliminated entirely. Under coach-class fare plans, sleeping-car passengers even get a complimentary meal thrown in. The westbound "Pocahontas," No. 3, leaves Norfolk, Va., at 2:40 p.m. and arrives at Cincinnati at 7:35 the next morning. Eastbound No. 4 leaves Cincinnati at 11:25 p.m. for arrival at Norfolk at 5:10 p.m. the next day.

"Conditionaire" gets NP's vote of confidence

Northern Pacific has expressed its approval of ACF's Center Flow Conditionaire covered hopper cars—with an order for 51 units which will be added to a 10-car experimental fleet placed in service earlier this year (RA, Jan. 27, p. 23). The Conditionaire design creates an insulated covered hopper, with an exterior coating of polyurethane foam and a self-contained diesel unit providing precise interior temperature control. NP will use the cars primarily for bulk movement of potatoes from producing areas in Minnesota, North Dakota and Washington. When they're not being used to meet seasonal shipping requirements in these areas, the cars will go into service for movement of potatoes and other perishables from other parts of the country. NP and ACF worked closely for about two years on development of what NP President L. W. Menk terms "a totally new concept in transportation of perishables."

MONDAY MORNING REPORT

IT'S THE COMPUTER AGE—BUT...

This is the cybernetics age, the age of the computer. Railroads, in their own quiet way, have been among American industry's leaders in developing computer applications. Tomorrow's railroads will be depending more and more upon the realtime capability of the computer, in operating and in planning operations. With all the advances that have been made, it's jolting to realize that a sales job still has to be done because computer acceptance is still well under 100%.

SOME REMAIN UNCONVINCED—IN P&MM, FOR EXAMPLE

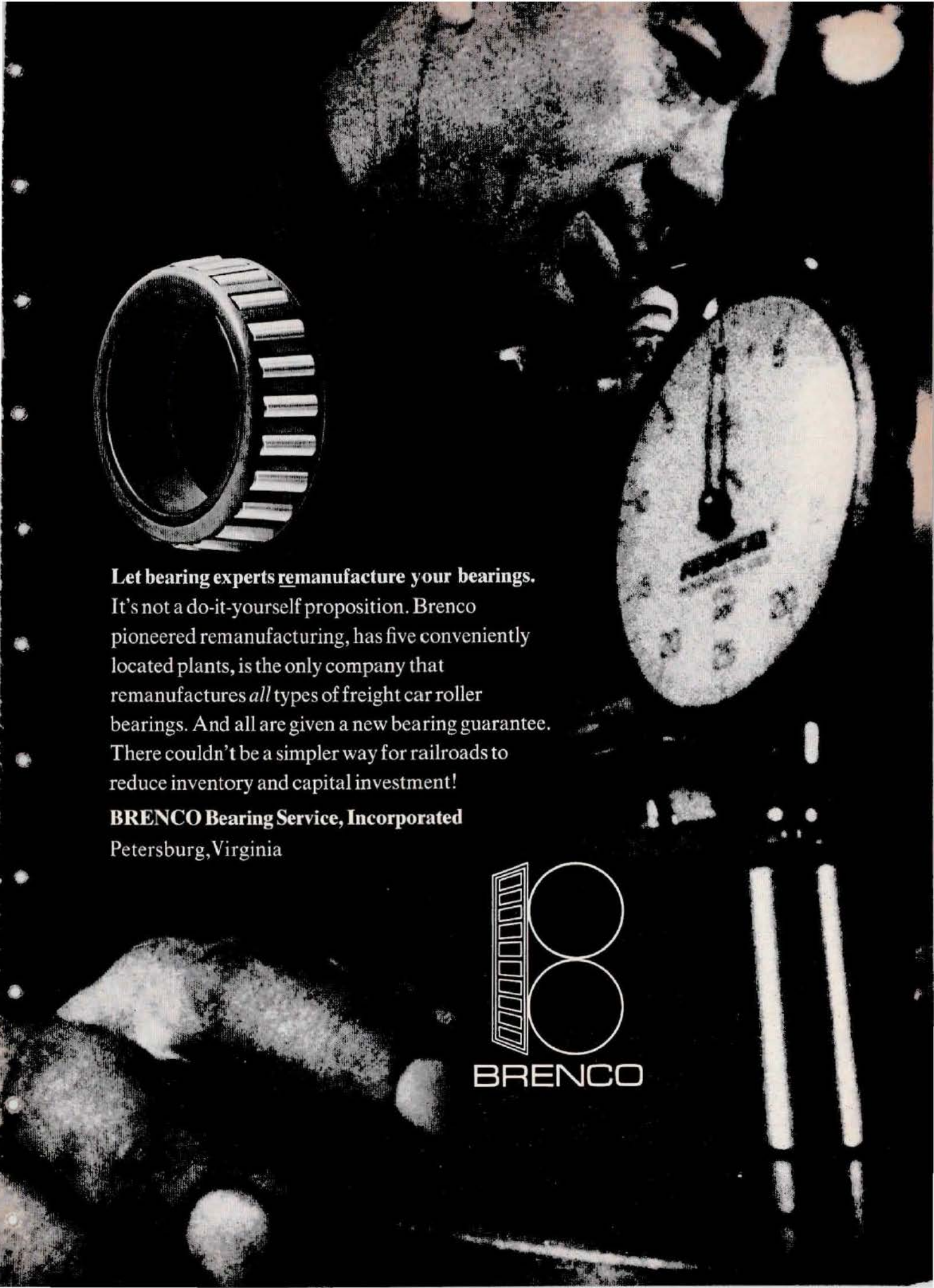
Railroad purchasing and material management is one area in which the computer's ability to help is under challenge. But the challenge is being met by, among others, the Missouri Pacific P&MM team—which has as much experience as anybody and more than most in the computerizing of P&MM operations.

FROM MP, THERE'S A COMMITMENT TO THE COMPUTER . . .

In blunt fashion, MoPac's manager of purchases, D. H. Rettinger, takes on those who scoff: "What these people are saying, in effect, is 'I won't accept the possibility that a computer could help me. I like all this paper-pushing. I'm not interested in maintaining the prerogative of substituting vendors other than those who have sold the mechanical department through the back door. I don't need time to plan for the future or analyze the present. I want to be a clerk rather than a purchasing manager. I don't care about holding the line on prices through contract purchasing, about rating vendor performance, about buying an item for one shop which is being declared surplus at another shop. I don't care about reducing inventories, or the number of items stocked, or the number of employees.' "

AND A DIM VIEW OF THOSE WHO ARE UNCOMMITTED

That's strong stuff—but there's more. Looking at over-all P&MM operations, Rettinger makes this point: "I firmly believe that if you are not using EDP, you are behind the times. . . . You don't have time to plan, to improve, to take advantage of salesmen's knowledge or to train your employees. You may be simply an order-writer for using departments. You are costing your company dollars." Rettinger's conclusion: "Even if your road is relatively small, if you have not studied EDP seriously you are in a near-hopeless condition." MoPac's purchasing manager will probably get an argument from some quarters—but MoPac's P&MM success is hard to knock. The road has reduced inventories by 50%, cut the number of items stocked by 65%, reduced employment by 65%. And what gets the credit? Mainly, the credit goes to the development of a computerized total material management system.



Let bearing experts remanufacture your bearings.
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For further details, write Transportation Products, Link Group/Singer-General Precision, Inc., Department RA, 1077 East Arques Avenue, Sunnyvale, California 94086 or phone (408) 732-3800.

Link has a better way to go

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Circle 7 on coupon page 29

Illinois Central Industries: It's "transformed"

Diversification moves over the past year have "virtually transformed" Illinois Central Industries. But, says ICI Chairman W.B. Johnson, "our dedication and effort in the railroad field have in no way been diminished." What ICI has done, Johnson told Industries stockholders, is to add industrial manufacturing and real estate as primary sources of earnings and growth.

Diversification, he said, is improving ICI in five ways: "We retain our excellent rail opportunities, but we are not so heavily affected by financial swings. Our historic growth rates are definitely improved. Our annual rate of return on investment is increased. We have better access to capital markets. And we are in better position to maximize tax benefits."

Johnson listed four major corporate goals for ICI: modernize and strengthen the railroad; achieve a sound merger policy for it; promote constructive development of real estate; and "achieve a balanced company mix through diversification."

WEEK AT A GLANCE

RPI invites oral briefings in competition

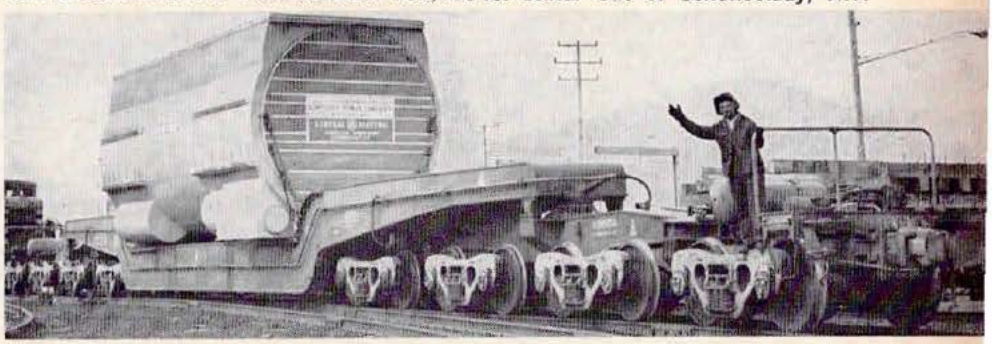
Contenders for the 1969 Golden and Silver Freight Car awards of the Railway Progress Institute have until June 15 to return entry forms. Completed entries, with supporting documents and exhibits, are due Aug. 15. For the first time, railroad representatives this year are being invited to appear before the judges and give oral briefings, if desired. The top award, the Golden Freight Car, goes to the road judged to have done the most effective job of freight traffic promotion in the preceding year. Silver Freight Cars go to other roads with outstanding programs. The awards will be presented at RPI's 61st annual dinner in Chicago Nov. 20.

When the loads are gigantic, the railroads haul them

If it's higher, wider or heavier, railroads usually end up handling it. The versatility of the rail mode has again been demonstrated as major electrical manufacturers expanded their private car fleets. On Westinghouse Electric's Schnabel cars, huge transformers actually become part of the care structure. The new 1,000,000-pound model has two six-wheel and two four-wheel trucks under each end. With the Texas Power & Light transformer in place it was over 155 feet long. Westinghouse also owns 500,000- and 750,000-pound-capacity Schnabel cars. The 136-foot General Electric depressed-center flat car has a capacity of 800,000 pounds and is carried on eight four-wheel trucks. Heaviest load was a stator for a 738,000-kw generator of Kentucky Power. GE says its car is the largest of its type in the U.S. While shipping problems once limited generators to about 13 feet in diameter, new million-kilowatt models are now approaching 14 feet.

SCHNABEL CAR of million-pound capacity moved transformer out of Muncie, Ind.

DEPRESSED-CENTER CAR handled 730,000-lb. stator out of Schenectady, N.Y.



GUS WELTY

LINES ON LABOR

WITHOUT MUCH PUBLICITY, and without attracting much attention, the Conference of Transportation Trades has become a living thing. A year and a half ago, it was just an idea spinning around in the mind of one rail union president—C. L. Dennis of the Brotherhood of Railway and Airline Clerks. Now, CTT is functioning—with 27 labor organizations signed up, including most major rail unions.

LES DENNIS' IDEA was that CTT should act as a forum for the exchange of ideas and for the developing of programs to deal with issues and problems affecting any segment of the transportation industry. With rail unions representing more than one-third of CTT's affiliates and with the brotherhoods making up two of CTT's six sub-sections, it won't be surprising if much of the Conference's work is directed toward rail "issues and problems."

CTT'S ROSTER includes the biggest of the rail unions—Dennis' Clerks, Charles Luna's United Transportation Union, Harold Crotty's Brotherhood of Maintenance of Way Employes. It also includes the Railway Supervisors, the Signalmen, the Sleeping Car Porters and four shop unions—the Machinists, Firemen and Oilers, Boilermakers and Blacksmiths and Transport Workers Union. Since membership is open only to AFL-CIO affiliates, the Teamsters are not on the list. And, while it's hard to imagine a broad-ranging transport organization without motor-carrier representation, it's equally hard to explain the presence within CTT of such as the International Union of Dolls, Toys, Playthings, Novelties and Allied Products or the Laundry and Dry Cleaning International Union. The Journeymen Barbers, Hairdressers and Cosmetologists' International Union was on hand for a preliminary meeting last year, but apparently decided not to join the fold.

CTT HAS THE SEAFARERS but not the Longshoremen. It has the Air Line Dispatchers and Flight Engineers but not the Air Line Pilots Association. Three of the railroad shop unions are non-members, along with the Dispatchers, the Yardmasters and, of course, the Brotherhood of Locomotive Engineers (which is not an AFL-CIO affiliate). What CTT does have is Les Dennis as chairman, Charley Luna as head of the Operating Rail section, A. R. Lowry of BRAC/TCEU as head of the Non-op Rail section and Bruce Pike (formerly of the Railway Labor Executives' Association) as executive director. Thus far, CTT's executive committee has taken positions against restrictive labor legislation and against piracy in the air.

DC subway to be fully air-conditioned

Everybody talks about the weather, now the Washington Metropolitan Area Transit Authority plans to do something about it. That something will be to air-condition all 53 underground stations of the Washington area's 97.7-mile rapid rail transit system, on which construction is expected to begin later this year. A cooling-filtering-ventilating system, designed for maximum economy consistent with total rider comfort, will assure Metro patrons cleaner air than normally inhaled by urban residents, said Vernon K. Garrett, Jr., assistant chief director of the Authority.

One of the most unusual features of this air-conditioning system is its cost to the Metro rider—one-half cent per ride.

With temperatures often soaring into the 90's and occasionally topping 100 in the nation's capital, the summertime temperature of the underground stations will be maintained at 80 degrees with 55% humidity. This will be done by locating at strategic points throughout the network a series of central mechanical refrigeration plants. Each plant will pipe chilled water to one or as many as four stations.

Powerful fans within the station will blow both fresh and recirculated air over cooling coils and through ducts into areas occupied by waiting passengers. Each station will be equipped to handle a cooling load of up to 4.2 million Btuh—sufficient to serve 3½ floors of the National Press Building.

Metro officials have decided on two methods of selective cooling: "envelope" and "spot" cooling. Envelope cooling will drape curtains of cool air over selected regions, in the way that bowling alleys are air-conditioned up to, but not beyond, the foul line. A flood of cool air, released at an appropriate height, will cascade down onto the station platform where the return air system will help create an air-conditioned envelope around Metro patrons.

Spot cooling will gently waft jets of cool air directly at the objects or persons to be cooled.

Garrett said the natural tendencies that cause warm air to rise and cool air to fall will add to the efficiency of cooling operations. Elimination of a cool-hot air intermix will permit most of the cool air to be recirculated without placing an extra load on refrigeration plants. Hot air will be siphoned off through vents in the dome of each station. ■

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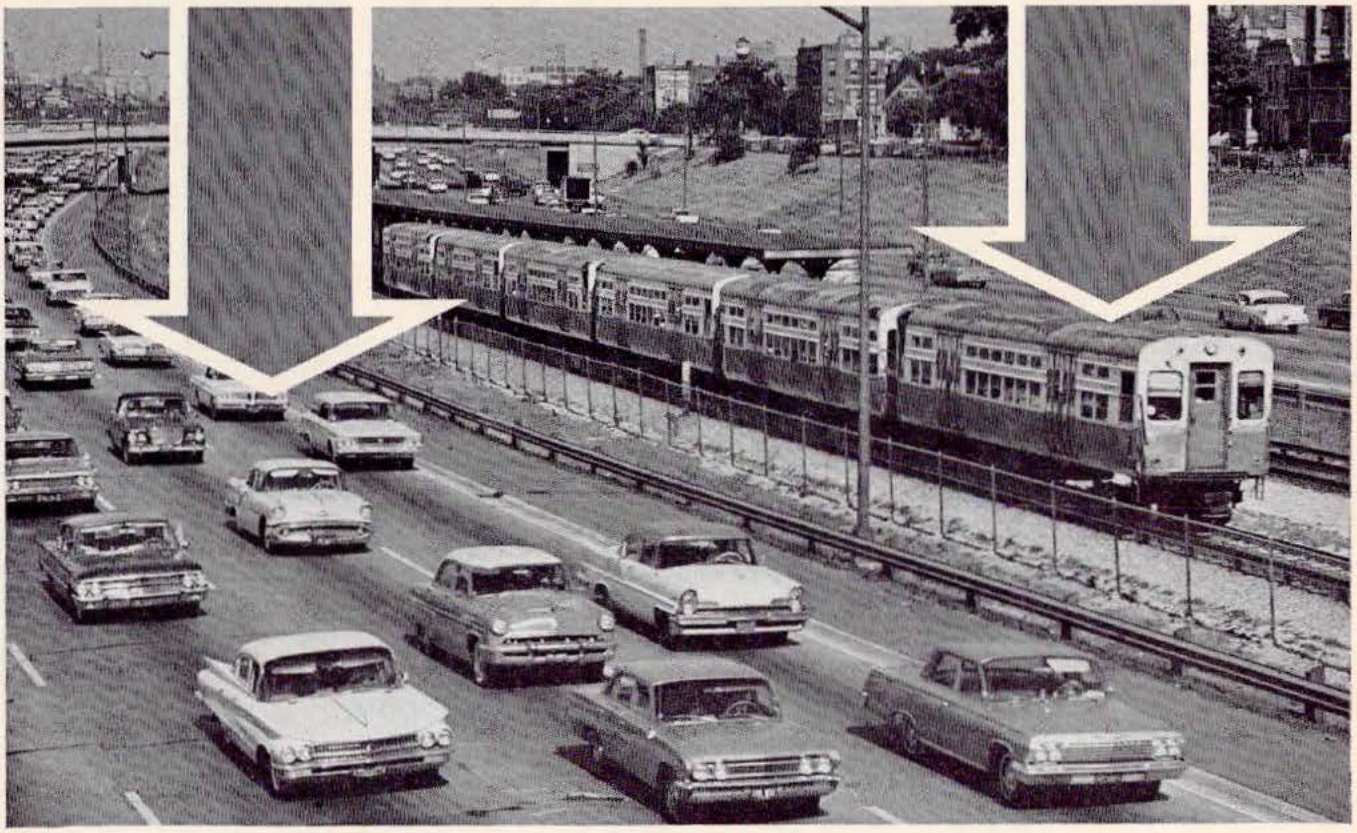

Transportation experts agree that rail rapid transit is the most efficient answer to the problem of linking communities within the city and with the suburbs.

Look at the figures. It is estimated that one mile of multilane city freeway costs about the same as four miles of subway—$100 million . . . ***and rapid transit carries 17 times more people per lane.***

GRS engineers have conceived and developed hundreds of innovations which apply electronic techniques and computer principles to transportation control systems.

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ESP

AN "AP" BEARING CAN BE REMANUFACTURED AND REMANUFACTURED AND...

What may sound like a brash claim to you sums up ESP—our Extra Service Program—very nicely.

Because under this program, we remanufacture your prior-service Timken® "AP" bearing the same way we manufacture new ones. And we include our standard written Timken bearing warranty.

Which means that even as you replace worn wheels, Timken "AP" bearings will continue to perform, inspection period to inspection period, just as new "AP" bearings.

While there may be a limit to the number of times we can remanufacture an "AP", we haven't reached it yet.

For more information about ESP, ask your Timken Company Sales Engineer. Or call collect (614) 292-3181. The Timken Roller Bearing Company.

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Circle 9 on coupon page 29

The Railroad, The Sioux, and the Repeating Rifle.

The work gangs started west from Omaha, laying 5 miles of track a day.

They had to go through the Cheyenne Pass and they had to go through the Laramie Hills.

And they had to go through the Sioux.

The Sioux had already massacred Fetterman and 81 men outside Fort Phil Kearny.

(Seven years later, they would massacre Custer.)

Now it was the railroad's turn.

The raids were swift and lethal. A brave could put 25 arrows into flight almost as fast as a man could pull a trigger.

The work gangs were good for one shot. After the first volley, they had empty guns. Trains burned and telegraph wires came down and railroad men died by the hundreds.

Two things kept the railroad moving: the Indians did not know how to rip up track—and the Winchester arrived.

15 shots per man.

100 years ago the golden spike was driven into the ties at Promontory Point, Utah, where the Union Pacific and the Central Pacific met.

We feel it would be appropriate to mark the anniversary with a special, limited edition Winchester—the Golden Spike Commemorative.

With a receiver and barrel bands of plated yellow gold, a commemorative scroll on the breech, and a U.S. Mint-struck medallion in the stock, this beautiful version of our famous "94" will be offered in carbine only.

Its cost will be $119.95.

WINCHESTER

We won't sell a gun we haven't fired ourselves

PC speeds eastbound freight

New terminal procedures inaugurated by the Penn Central are saving up to 24 hours in transit time for freight handled through the Chicago Gateway, says Robert G. Flannery, PC's vice president-operation.

"By concentrating receipts of eastbound freight cars into one yard at Chicago, Penn Central has eliminated terminal handling delays and has assured proper routing of shipments directly to points in the Midwest and East," said Flannery.

Under an arrangement developed in cooperation with western connections, he explained, Penn Central can deliver trains directly to its Indiana Harbor Belt line.

Shipments are now classified at the Harbor Belt's Blue Island yard for dispatch directly to points in Michigan, Indiana, Ohio, New York, New England, Pennsylvania, New Jersey, Delaware, Maryland and the District of Columbia. Nine daily eastbound freight trains from Blue Island yard have been rescheduled.

Flannery said Penn Central has also speeded up westbound traffic by use of the IHB route. Through freight trains are handled directly to points on the Chicago & North Western and the Milwaukee Road. This saves approximately 12 hours in transit time.

● **New TrailVan train.** The PC also has established a new high-speed freight train between major East Coast cities and Columbus, Cincinnati and Indianapolis. The train will be for exclusive movement of TrailVans—trailers on flat cars—and will save a day in transit time.

The new train, TT-15, leaves PC's Kearny terminal in north Jersey at 1:30 a.m. five nights a week. It picks up additional cars at Harrisburg from connecting trains leaving Philadelphia, Baltimore and York the same nights. TT-15 arrives in Columbus at 8:15 p.m. the day of departure and cars destined for customers are placed during the early morning hours of the second day. A connecting train speeds trailers to the recently renovated and expanded Riverside terminal at Cincinnati where they are placed by 5:30 a.m.

TT-15 completes its 800-mile run at Hawthorne yard, Indianapolis, at 3:15 a.m., 25 hours and 45 minutes after leaving the New York City area. Freight receivers have their cars placed by 4:15 at Indianapolis. ■

FRANK MALONE

WATCHING WASHINGTON

WHATEVER HAPPENED to the plain old box car? Virginia Mae Brown, ICC chairman, says the answer to that question is important. It will influence anything the Commission decides to do about freight car shortages. True, shippers are asking for special equipment. But as car size and specialization grow, Mrs. Brown says, the flexibility of the nation's car fleet shrinks.

THE IMBALANCE is clear from statistics. On Jan. 1, 1969, Class I railroads owned 404,592 plain box cars. But in 1960, they owned 655,418. That's a 38% drop. On the other hand, special box cars numbered 146,525 on Jan. 1, compared with 50,320 in 1960. That's a 190% rise. Also, the number of covered hopper cars rose 100% from 61,407 to 122,566 in that time.

CAPACITY of the rail freight fleet, moreover, has jumped nearly 10% from 86 million tons in 1964 to an estimated 94 million in 1968. But, "the loss of car units has resulted in a substantial amount of lost flexibility," Mrs. Brown says. And the shortage of ordinary box cars as reported by AAR reflects the flexibility failure. "Up to 1960, daily shortages of these cars were on the decline. Since 1960, however, shortages have increased as the ownership of plain box cars has declined," Mrs. Brown says. March 29 of this year set a record for the highest daily shortage—18,480 cars. Other daily highs were: 7,790, 1967; and 16,376, 1968.

ICC recently finished a study to determine how adequate the rail fleet was in 1968. In general, every zone every day had every type of car needed for current demand, ICC found. In particular, however, the shippers didn't get cars the way they needed them. That was especially true for plain box cars. The study is supposed to provide a base for setting incentive per diem rates. ICC got such power in 1966.

WILL ICC recommend the return of the ordinary box car? That might be known this week. June 1 was the deadline for a report by Mrs. Brown on what she thinks ICC still needs, to tackle shortages. Vance Hartke (D.-Ind.), chairman of the Senate surface transportation subcommittee, asked for the report three weeks ago. The request came at hearings held to find out why ICC has never used the extra power it got in 1966. In Hartke's complaint, the plain box car was eminent.

SPEEDED ABOARD, SPEEDED EN ROUTE

Reservation procedures as well as schedules are being altered; each Metroliner currently makes a single round trip per day.

Metroliners: The paying

Some people find the canned music too loud; others say it isn't loud enough. One lady complained that the first-class breakfast of corned beef hash and grilled tomatoes seemed more suited to a truckdriver's appetite than to parlor-car passengers. But on the whole the compliments outnumber the complaints about 1,000-to-1—and it can safely be reported that Penn Central's luxury, high-speed Metroliners are already a solid and dazzling success, even before the full-scale demonstration runs begin.

The public loves them and is showering the railroad with letters of praise and thanksgiving. The railroad is equally happy. Passenger traffic on Penn Central's New York-Washington main line has soared since the first Metroliner went into service Jan. 16. "Extremely gratifying" says Penn Central Chairman Stuart T. Saunders. "We're delightfully surprised" beams Howard C. Kohout, who recently left his post as vice president and general manager of the railroad's Western Region at Chicago to become system-wide vice president-passenger service at Philadelphia.

● **What they're talking about.** In post-Metroliner April 1969, Penn Central moved 339,350 passengers southbound in the New York-Washington corridor (including all intermediate stops)—a 16% increase over pre-Metroliner April 1968. Northbound, the total was 334,304 passengers, a 15% increase. (These totals exclude commutation runs.)

The figures for terminal-to-terminal traffic—those passengers going all the way between New York and Washington—are even more impressive. Southbound the April passenger load was 34,010, a 71% increase; northbound, it was 33,254, a 91% increase.

● **A load factor airlines would envy.** That the Metroliners are putting in a full day's work is indicated by their seat-mile utilization factor. It's about 80%, roughly twice that of the average airline. Actually, the trains operate at more than their seat capacity. Because people get on and off at intermediate stops (with the exception of the one daily non-stop Metroliner in each direction), Penn Central handles as many as 350 passengers on a train with accommodations for only 308.

One of the most interesting aspects of the service is that it has brought new business not only to the Metroliners but to Penn Central's conventional passenger trains as well. Why is this? One reason is that the Metroliners appear to have reminded the traveling public that there are still such trains as the "Congressional" and the "Patriot." A more immediate reason is probably the fact that people who go to the station to board a Metroliner often find that it's sold out (as most are, days or weeks ahead), then board a conventional train.

● **Where does the business come from?** Today, an air of excitement and optimism is clearly evident in the passenger department at Penn Central's Philadelphia headquarters. Kohout and George M. Casady, assistant vice president-passenger sales and terminal services, talked about the new service in a recent interview with Railway Age.

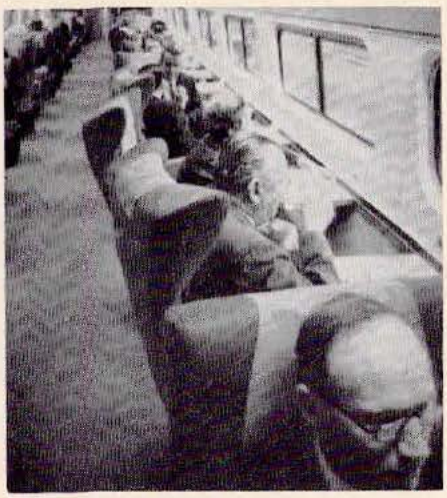
Q. Where do your market people tell you these new passengers are coming from?

A. The best barometer we have on that is the Department of Transportation's opinion research studies, which indicate that 50% of them are new passengers to the railroads. They come from automobiles, from buses, and from air.

Q. Is it your feeling that this may be only an initial flurry—that after two or three trips these passengers might return to their old travel habits?

A. There's no question that some are attracted by the novelty of it. But the consistent daily patronage being as high as it is leads us to believe that this is going to be a continuing thing.

Q. How do the results so far measure



LUXURY TRAVEL

Metroclub service, restructured parlor car operation, has proved popular.

MEALS ON WHEELS

Metroclub attendant serves patron from an aircraft-type galley at end of the car.

ALWAYS IN TOUCH

Phone service on Metroliners operates in conjunction with Bell wayside system.

customers love them

AT SEE LEVEL

Coach seats are as wide as those in aircraft first class; this passenger liked seeing "something besides clouds."

SNACK BAR SERVICE

Snack bars provide food and beverage service in coaches; there is a stand-up counter, or passenger may eat at seat.

up to your prior hopes?

A. I would say they are surpassing our expectations. Since they started, we've been delightfully surprised.

Q. Will you phase any more trains in before you begin your full-scale demonstration? (At the present time, three Metroliner trains each make one round-trip daily between New York and Washington.)

A. It's not likely that we will. We cannot start the test until we have the full complement of 50 cars. It's a question now of getting all of the cars out of the shakedown and into reliable service. When we do that we can go into the demonstration period. We're hopeful this could come in mid-summer.

Q. Are the Metroliner cars pretty well de-bugged now? Are the major technical problems over?

A. We still have some problems, as would be expected. This is a new venture by all concerned, the manufacturers as well as the railroad. Together we're going to solve these problems.

(Budd was prime contractor for the cars. General Electric and Westinghouse Electric furnished the propulsion equipment.)

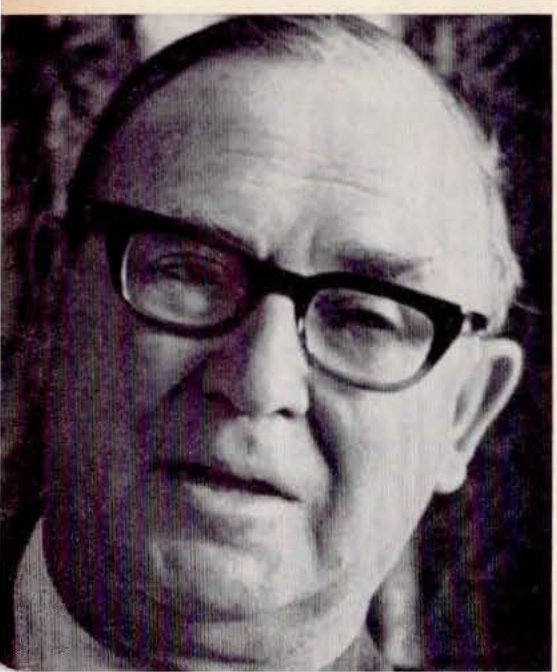
● **Still refining.** The spectacular initial success of the Metroliners has not bred complacency at Penn Central. Refinements of scheduling and service are studied daily. Only last week, for example, the non-stop southbound Metroliner was rescheduled for 7:30 a.m. departure from New York rather than 7:10 p.m. in an effort to improve connections with the Long Island, an important feeder line.

And a major source of complaints —the slowness of ticketing and reservations—will be dealt with when a new computerized procedure is introduced a few weeks from now. Developed by Ticket Reservation Systems, the new equipment will permit the reservation and ticketing procedure to be completed in about 20 seconds.

This is a revolutionary new system which Penn Central is proud to pioneer in the transportation industry. "The airlines have struggled for years to accomplish this; a railroad has now done it," points out Casady. ■

"INSTEAD OF FIGHTING . . .

. . . LET'S WORK TOGETHER"



RAILROADER-TURNED-TRUCKER W. G. WHITE SAYS:

"We need a meeting

William G. White is a man who has observed railroading and trucking from both sides of the fence. Formerly vice president-operation of the Delaware, Lackawanna & Western (now part of the Erie Lackawanna), White is today president and chairman of the board of Consolidated Freightways, Inc., the nation's largest motor carrier. A railroader for 25 years (he started as a yard clerk with DL&W while still in college in 1935), and a trucker for the last nine years, White has strong ideas as to how the two industries can work together to promote genuine multi-modal transportation. His basic message, in a recent interview with Railway Age Editor Luther Miller and Mechanical Editor F. N. Houser, Jr.: "Let's stop fighting." The transcript of the interview follows.

Q. Mr. White, you have occupied high positions in both the railroad industry and the trucking industry. What is the main difference you find in working for these two industries?

A. I've been asked many times whether I found much difference between the trucking industry and the railroad industry. My answer generally is that in many ways there's not much difference. The problems are the same and in most cases the solutions are pretty much the same. But the time at which you arrive at the solutions and the time at which you implement them—they're so much faster in the trucking industry that it's most refreshing and it's a pleasure to work under those kind of circumstances.

Q. Why do you think this is true?

A. I think one thing is that the trucking industry is such a young industry compared to the railroad industry that they don't have the 100 or more years of tradition to overcome. I would guess that the same thing is true in the airline industry.

Q. Do you detect, through your continuing association with railroad men, any change for the better in this area?

A. I think that most railroad men probably feel the same way as I do about it, and have probably felt this way for some time. Individual railroad executives are some of the best executives that I know. The problem is with the system that they've grown up with and are now saddled with that somehow has to be changed.

Q. What kind of technology will the trucking industry be using tomorrow? For example, will there be bigger single unit trailers?

A. I'm sure that as time goes on there will be larger trailers and larger power units. The gas turbine will, I think, be a big breakthrough in our industry as a power unit, and I look for this inside of three or four years. The savings that can be made in maintenance costs and weight savings through the use of gas turbines are quite substantial, even at a somewhat higher fuel cost, and a greater initial cost, as least to start with.

Q. Mr. White, we hear a lot these days about the coming of intermodal transportation. Do you think any real progress is being made in this direction?

A. Yes, I think some progress is being made, but slowly. It's pretty obvious in the movement of containerized goods overseas. Some progress is also being made between land and air haulage.

Q. What in your view are the principal barriers to more intermodal cooperation in domestic freight movement?

A. I think the principal barrier is that no one really sells intermodal operations. Carriers make intermodal arrangements, but then none of those participating in the intermodal tariffs really goes out and sells it. Each one is trying to sell his own mode. Not only is the intermodal operation not sold; quite often it is not really policed the way it should be to give the best service possible.

Q. What is the answer to that? Perhaps the common ownership concept which would permit one mode to own or control another mode?

# of minds on common goals"

A. I think that common ownership would in some cases improve service in the intermodal operation; obviously it would improve the solicitation and sales of intermodal service. I don't think, however, that common ownership is going to solve all of the problems. In Canada, there is common ownership of steamship lines and rail lines and truck lines, but from my observations intermodal operations in Canada are but slightly more effective than they are in the United States. It's a question again of no one really policing the intermodal operation and no one selling a really intermodal type of operation.

Q. The trucking industry, generally speaking, is opposed to common ownership. Why is this so?

A. It's so primarily because there are a great number of motor carriers who fear that large, well financed railroads who have fought them vigorously for many years will buy motor carriers and establish rates that would put the other motor carriers out of business.

Q. What can railroads do, if anything, to relieve these fears?

A. Many legislative and other interests of the railroads are the same interests that truck lines have, and at some point there should be a meeting of minds on common objectives. Through working together instead of fighting each other, perhaps a better understanding could be reached that would relieve some of these problems.

Q. What are some areas of common interest where in your view railroads and the motor carriers could work more effectively together?

A. I think it's very much in the interest of motor carriers to get an upward revision in the federal laws relating to sizes and weights permitted on our Interstate Highway System. The railroads by and large have opposed this. The trucking industry is of the opinion that railroad opposition is formidable and vigorous. This is an area where I believe the railroads should support the trucking industry. Many railroads already have highway operations. Railroad customers have highway operations. The present outdated sizes and weights laws are economically strangling whole areas, particularly in the western United States.

Q. How about the railroads' effort to have compensatory user charges assessed against the users of publicly provided facilities—the truck lines as well as the water and air carriers?

A. The railroads started a campaign in 1946 to stifle truck competition by endeavouring to have trucks singled out for tax increases, thus increasing trucking costs. This talk about user charges on the part of the railroads is a continuation of that same battle. Trucks *do* pay user charges. Competent studies indicate that the amounts paid are equitable. The trucking industry has been paying user taxes for a long time. We are perfectly willing to continue to pay our share of the cost of building and maintaining the highway systems we use.

It is typical of the railroad point of view to talk about user charges and then lump trucks in with water and air carriers who today pay no user charges.

Q. For their part, is there anything the truckers might do to cool off the fight?

A. I think there are many areas where we both have great interests. There was cooperation between the two modes with respect to illegal transportation; but that's sort of been forgotten or relegated to the back shelf in the last few years. There's still a lot of illegal transportation going on and the two modes could get together and work on that problem some more. I really believe that in this area the railroads have a lot more to gain than does the trucking industry.

In addition to that, of course, we have the question of Section 22 rates. For a long time the railroads opposed Section 22 ratemaking and about four or five years ago the trucking industry decided they, too, would oppose this; about the time the trucking industry decided to oppose Section 22 ratemaking the railroads changed their position and are now in favor of it. It looks to me like in many cases you have a situation where if the trucking industry comes out in favor of something, the railroad industry will be opposed to it, and I suspect it works vice versa too.

Q. What will the advent of the jumbo jet freighters mean to the trucking companies?

A. That's hard to assess. I believe that business makes business. For example, there are many industries, particularly in the west, where the railroad hauls the raw materials in and the truck hauls the finished goods out that would never have existed if it weren't for the trucks. Customers often find they are able to serve the whole country from a small city in the west because of excellent truck service to any point in the United States where 10 to 15 years ago this wasn't true. Therefore, I think that in a way the trucking industry has created railroad business. I believe this is going to be true of the jumbo jet. Air freight is going to open not only the United States and the North American continent but the whole world to manufacturers in the United States; it seems to me that this is going to make a lot more business for trucks and for all modes of transportation. I don't think air freight is going to hurt the trucking business, I think it may cause it to grow.

Q. But for the short term, isn't truck traffic extremely vulnerable to the kind of competition these big airplanes will introduce?

A. I don't think so. Actually, all of these studies that you see always compare the airlines' cost from point to point—Los Angeles to New York, for example—compared with

the truck rate. They overlook or ignore the fact that the truck rate includes pickup and delivery and the distribution, and includes solicitation and advertising costs, sales expense and claim payment costs and, hopefully, a profit. The job of moving the freight from Los Angeles to New York is the simplest part of the whole job. I wouldn't say the least expensive, but it is the simplest. The airlines increasingly are finding that the terminal problems they're confronted with are very severe and much more difficult than they ever anticipated. I don't find many airlines that have found solutions to the terminal problem. The airlines amaze me in their failure over the years to realize what a difficult problem the terminal problem is. A railroad has no problem once they put 150 cars together and get it on the main track; the problem is a terminal problem. We have no problem with a truck once we get in on the highway, but there's a terminal problem. The airlines are just beginning to find this out.

Q. What are the major problems confronting the trucking industry today?

A. The main problem as I see it—and it's one which I think every industry has—is finding, retaining and training of personnel. That I think is probably the No. 1 problem of every trucking company.

Q. Do we have enough men in railroading who know trucking, and do we have enough men in trucking who know railroading?

A. I don't buy the uniqueness of any mode—I think that railroad people are inclined to think that nobody else can understand a railroad except a railroad man and truck officals are inclined to think that nobody can understand a trucking company if they haven't driven a truck; and of course airline people think that nobody can understand an airline who hasn't been a World War II pilot. I don't buy that—transportation is transportation and good management is good management and I don't think there's anything peculiar about any of the modes that a good transportation man who's a good manager can't solve. I don't really think that the lack of people moving from one mode to the other has hindered any mode particularly, although I think there's been more of a movement than you might think. Particularly in the freight end of the airline business, most of the officials came out of the trucking business; and I also think you'll find many more railroad men than you think in the trucking industry.

Q. Do you think there is any real chance that the trucking industry will support the common ownership concept?

A. I don't think there's a chance in the world that the trucking industry will support it.

Q. Do you personally support this concept?

A. I'm on record publicly as saying I'm in favor of common ownership.

Q. Is the structure of the trucking industry pretty much set now, or is it going to involve further mergers?

A. There is no question that there will be a continuation of mergers in the trucking industry. With some 14,000 to 15,000 trucking companies regulated by the ICC, I'm sure there will be a great many consolidations and mergers. This is going to go on for some time. I doubt if there will ever be the extent of consolidation that has occurred in the railroad industry. I think there will always be 8,000 or 9,000 trucking companies. Generally speaking, trucking mergers differ from those in the railroad industry. We buy a company to get additional franchises, additional rights. There may be some duplication, but by and large we don't buy the company with the idea of eliminating duplicate operations. We do it principally with the idea of expanding our operating authority.

Q. In your view, what would be the ideal relationship of railroads and truck lines in any intermodal operation, forgetting the question of who owns whom?

A. There is first of all the question of service. The customer, after all, is the kingpin. One thing most railroad people don't understand or won't understand is that companies like ours charge higher rates than the railroads do, much higher rates in many cases; and that every bit of freight that we get is because of our service. We are not interested in freight that moves solely on a rate basis. So under any intermodal operation, you've got to find out what the shipper wants. The shipper is not really crying for intermodal service, but he wants his goods moved from A to B and if somehow the railroads and trucks can get together and do a better job than either is doing now, why it'll work out; but to create an intermodal operation that doesn't provide better service to the shipper doesn't make sense.

"Business makes business. I believe this is going to be true of the jumbo jet. I don't think air freight is going to hurt the trucking business. I think it may cause it to grow."

Q. What you seem to be saying is that we may have multimodal compa-

nies that do not necessarily engage in intermodal operations. . . .

A. That's correct. I think in our own company we somewhat head this way. We have a number of separate operations. We are running a truckload type of operation now that is completely separate from our general commodities operation, which

handles both LTL and truckload; and we have application for air freight forwarder rights, and if we get that we will operate it as a completely separate entity. So that the customer will be able to deal with separate entities within our company, rather than an intermodal type of operation.

Q. There are some very real fears being expressed within the railroad industry, and in Washington, that the railroads may be headed for government ownership. Mr. Stuart Saunders has said, for example, that if railroads can't win the right to go into multimodal operations, they will surely be done in by the jumbo jets. Now if the railroads were to go into government ownership, surely this wouldn't leave the other modes untouched, would it? Isn't this, in other words, a problem for all modes?

A. There is no question but that it's a problem for all modes, and one of the worst things that could happen in the U.S. would be government ownership of railroads. I'm not sure that I agree with Mr. Saunders that multimodal operations might help to prevent this. I think that what is necessary is a realization on the part of everyone —railroad management, railroad unions, the government, and the public at large—that we're going through an evolution in transportation, almost a revolution in the last few years. What is happening is that the passenger travel has moved from railroads to private automobiles and airplanes; the small shipments have moved from railway express and the railroads to the trucking companies; the manufactured goods, by and large, have moved from the railroads to the highways. The railroads, which 100 years ago handled all of this traffic, are now in a position where the only real traffic they can attract is the products of the farms, mines and forests and heavy articles, mostly raw materials. Those railroads which have undertaken to do a better job with this type of traffic—by use of the Big John cars, by use of unit trains, even by the building of pipelines—are doing very well. Those railroads that are still trying to do what they did 100 years ago are the ones that are going down the drain.

Q. Can the railroads survive on that kind of traffic alone?

A. Why not? All they've got to do is to cut the cloth accordingly. I do think that you have to have a realization on the part of the public, on the part of railroad management, on the part of the government and on the part of railroad labor unions that this is what has to be done to keep railroads healthy. ■

Multi-modal transport: A CP view

Canada has multi-modal transportation companies. The U.S. hasn't. But in the view of one leading Canadian railroader, "One way or another, your customers want multi-modal transportation and one way or another they are going to get it."

W. J. Stenason, Canadian Pacific's vice president, company services, addressed himself to the question of multi-modalism at a joint meeting of the Canadian Transportation Research Forum and the Ohio Chapter, Transportation Research Forum, in Toronto.

"Perhaps the greatest challenge which faces the public and private policy maker in transportation today is how best to come to grips with multi-modal transportation," said Stenason.

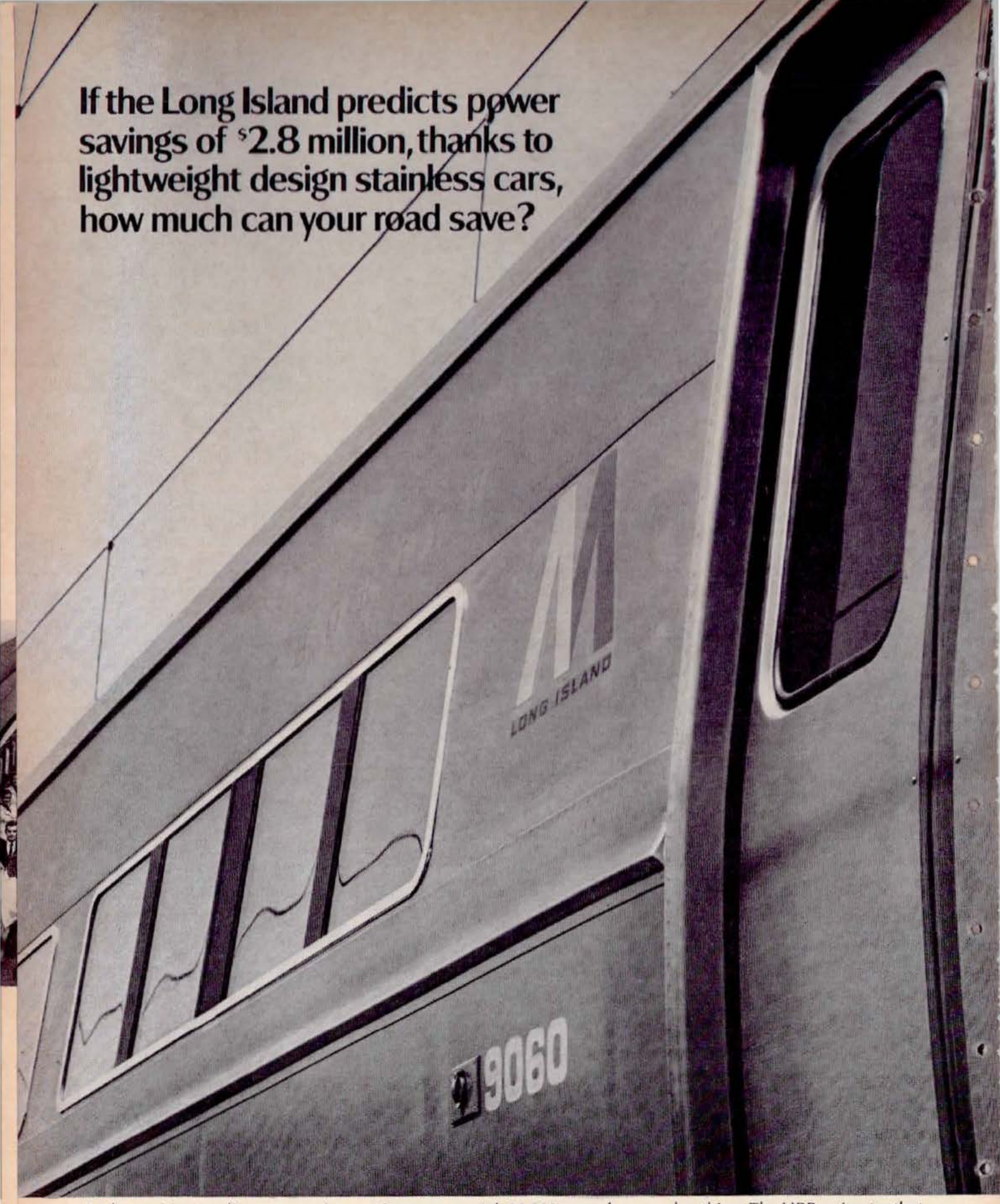
"There have been market pressures favoring multi-modal ownership," said Stenason. "These market pressures can be traced to the inability of uni-modal ownership of the various modes to achieve maximum economic efficiency. The existing institutional structure of the transportation industry has made it most difficult for the various parties to get together and it is doubtful whether it is really possible to achieve a truly low cost fully integrated transportation system given multiple ownership of the various links.

"In such a system, it is as likely as not that the political or economic strength of each participant will be the most important factor and the result may not be unlike the pipeline consisting of tubes of different dimensions which have been fitted together somewhat randomly."

Another pressure towards multi-modal ownership, said Stenason, is "the increasing recognition by firms engaged in transportation that, unless they clearly define their business, their future is subject to peril."

These pressures, said Stenason, will not subside. "On the contrary, they will become more and more insistent. An obliteration of the traditional concept of competition between the various modes of transportation will compel all of us in transportation to very clearly rethink our approach and find new answers to a changing situation."

If the Long Island predicts power savings of $2.8 million, thanks to lightweight design stainless cars, how much can your road save?



Each new Metropolitan car coming into service on the Long Island Railroad weighs 3000 pounds less than a comparable-size carbon steel car, and considerably less than the cars presently in use. The 85-ft. long Metropolitans, built by Budd Company, weigh 92,000 pounds. That's 1080 pounds per foot, compared to their older cars at 2020 pounds per foot.

This weight saving comes from the structural use of extra-strong nickel stainless steel in the body and sheathing. The LIRR estimates that, during each car's 25-year lifetime, this lower weight will result in $4500 savings in power costs. And since they have 620 Metropolitans on order, their total power savings will come to $2,790,000—thanks to

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"There have been market pressures favoring multi-modal ownership," said Stenason. "These market pressures can be traced to the inability of uni-modal ownership of the various modes to achieve maximum economic efficiency. The existing institutional structure of the transportation industry has made it most difficult for the various parties to get together and it is doubtful whether it is really possible to achieve a truly low cost fully integrated transportation system given multiple ownership of the various links.

"In such a system, it is as likely as not that the political or economic strength of each participant will be the most important factor and the result may not be unlike the pipeline consisting of tubes of different dimensions which have been fitted together somewhat randomly."

Another pressure towards multi-modal ownership, said Stenason, is "the increasing recognition by firms engaged in transportation that, unless they clearly define their business, their future is subject to peril."

These pressures, said Stenason, will not subside. "On the contrary, they will become more and more insistent. An obliteration of the traditional concept of competition between the various modes of transportation will compel all of us in transportation to very clearly rethink our approach and find new answers to a changing situation."

WELCOMING TRANSIT MEN from all over the world was A. H. Grainger UITP president. Others (l to r) are Maurice Holmes, London Transport chairman, Robert Brown, joint parliamentary secretary, and Andre J. Jacobs, UITP general secretary.

Transit men meet in London

The 38th Congress of the UITP drew delegates from transit agencies in 46 countries.

LONDON'S UNDERGROUND is even bigger than New York's. Tri-level Piccadilly Circus stop handles huge crowds.

They cope with big traffic jams, too

SHOWCASE OF THE SYSTEM is new Victoria Line with light-weight cars, automatic train control and fare collection.

LONDON

"Why are you here?"

That was the question put to delegates assembled for the 38th Congress of the International Union of Public Transport.

The question, posed in a film shown at the opening session, went on to spell out the answer, which most delegates knew anyway: Modern public transport is a way out of the urban congestion dilemma.

There were close to 800 delegates from 46 countries at the UITP Congress, the bulk of them from British and Western European transit agencies, but with good representation also from Eastern Europe, the Far East, the USA and Canada.

Technical papers delivered at the week-long session covered the gamut of subjects from regional planning and management organization to new technologies and operational research.

The British Minister of Transport, Richard Marsh, who was scheduled to address the meeting, was unable to attend. In his place, Robert Brown, joint parliamentary secretary for transport, welcomed delegates in behalf of the government, emphasized the government's commitment to strengthen transit, and paid tribute to Arthur Grainger, UITP president and former vice chairman of London Transport, who had much to do with planning LT's newly-opened automated Victoria Line.

Needless to say, the latter was the showcase item of the Congress, and LT, the host system, arranged inspection tours for visitors.

LT also arranged visits to its shops and yards, and British Railways invited a group to tour its research center at Derby.

A persistent theme running through speeches and papers delivered at the congress was the general similarity of experience in the transit field.

Even allowing for differences in technical preferences or in political systems, there was a fair amount of unanimity in discussing the nature of transit organizational problems, in awareness of the challenge of the private automobile and of the population explosion.

For the heads of transit agencies throughout the world, the congress was a chance to get together with their opposite numbers and compare notes. For LT, it was a chance to show off the technical sophistication of the Victoria Line. All in all, it was counted by most as a successful meeting.

—Joe Asher

The "Spike of Gold"—as seen overseas

PARIS

Members of the film audience clutched the edges of their seats. The Indians had wrecked the train, massacred the passengers and most of the crew, and were now closing in on the only two survivors—the engineer building the railroad, and his girl friend.

The hero and heroine were trapped in the wreckage of a railroad car, and their supply of bullets was running out fast. A rain of arrows answered every shot, and they knew they could not hold out much longer.

There were audible gasps in the theater, as the hero raised his pistol to the heroine's forehead, prepared to take her life and then his own, rather than submit to possible torture by their captors.

But the film cut suddenly to the U.S. cavalry, steaming down the railroad to their rescue. Sighs of relief filled the theater, as the cavalry arrived just in time to head off the Indians at the pass, save the hero and heroine, and pave the way for the railroad to span a continent.

A typical Saturday afternoon scene at the flick? Not exactly. The audience consisted of the elite of European officialdom, assembled in Paris at the headquarters of the International Union of Railways, to hold their own ceremony in honor of the Crampon d'or (Spike of Gold) Centennial.

It was a UIC official's idea to show "Union Pacific," the old DeMille epic starring Barbara Stanwyck and Joel McCrea, to the chic audience of top railway officials from half a dozen countries, diplomats, senior civil servants, and their wives. French and Dutch subtitles enabled the audience to follow the dialogue.

Dominating the scene at the UIC reception after the film showing was a large replica of the AAR's gold medallion commemorating the centennial, but otherwise things American were not much in evidence. French was the prevailing language, a few people spoke German, and there was a sprinkling of English from the U.S. diplomats invited to attend.

A big surprise turned out to be the fact that Mrs. Robert Blake, wife of the minister plenipotentiary (who was senior American representative on the scene), was a direct descendant of one of the two railroad presidents who stood at Promontory Summit when the Golden Spike was driven. On the other side of her family, Mrs. Blake is descended from the Ogden for whom Ogden, Utah was named. A UIC official stepped to the microphone to announce Mrs. Blake's presence and her connection with events so removed otherwise in time and place.

From the European viewpoint, both the film and the Golden Spike-driving must have smacked of the exotic. It remained for the prestigious Louis Armand, former head of French National Railroads and present secretary-general of the UIC, to emphasize the need for railway solidarity everywhere.

He compared U.S. and European railroad experience, and observed that U.S. and European railroads had gone separate ways over the past century, "in spite of having the same kind of track, rolling stock and general techniques."

U.S. railroads played a key role in welding together a continent, Armand recalled, and their contribution was as great as anybody's to U.S. economic development.

On the other hand, the fragmentation of Europe into many smaller countries had made conditions difficult for railways there to match this.

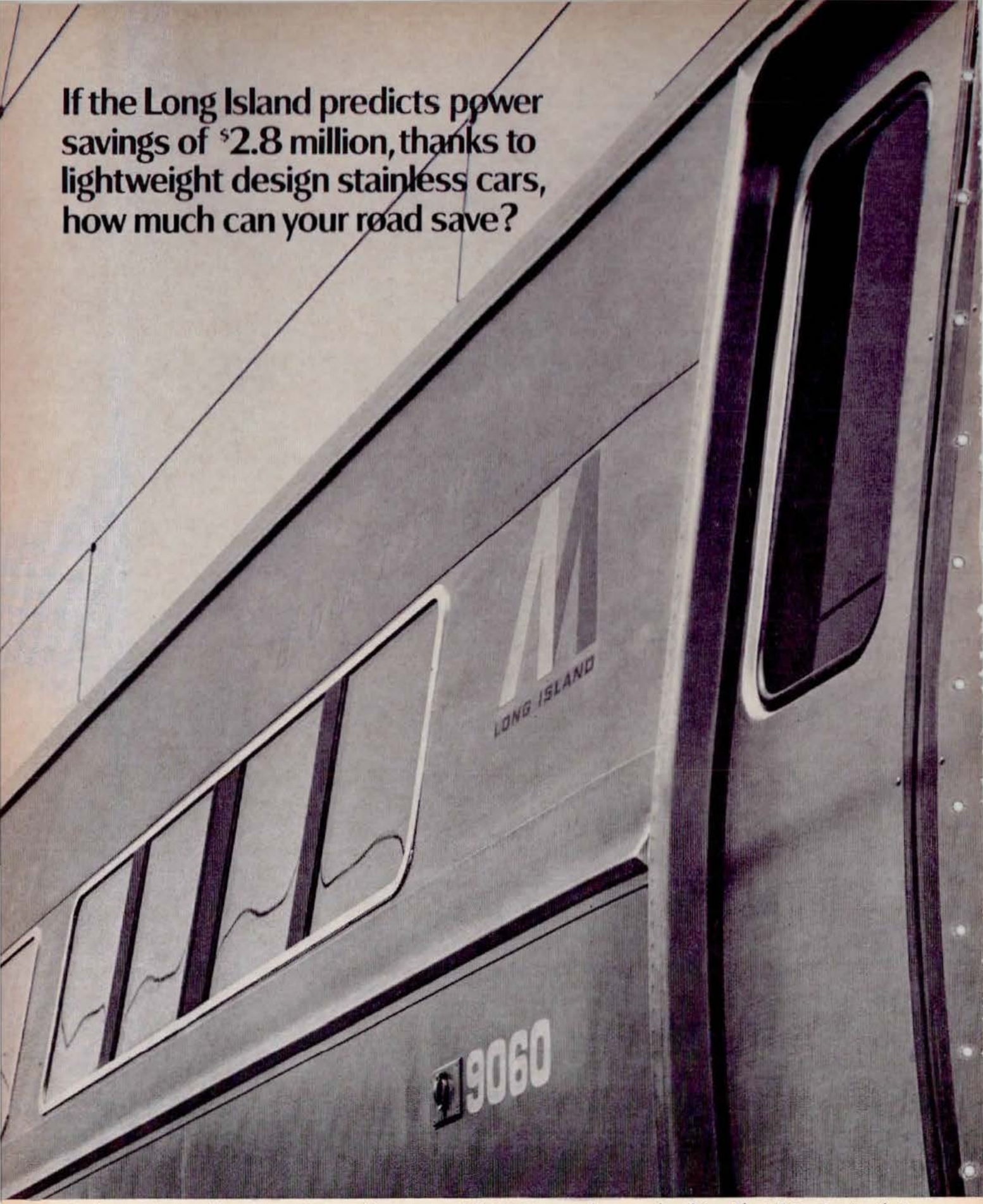
As he saw it, some sort of integration of all railway systems between Spain and the Urals was the thing to work for —something which must come about, if the railways of Europe were to fulfill their role.

The UIC's part in this is, of course, to promote technical compatibility between the systems as they are now, and also to work for more effective exchange of information and ideas "in a spirit of confidence and cooperation."

Mr. Armand did not touch the question of just how far integration might go; for example, whether it means complete unification or not. But he recalled that linking up of the various U.S. railways, such as the ones to the west coast, had been effective even without physical unification, and he observed: "We have our own Golden Spike to drive."

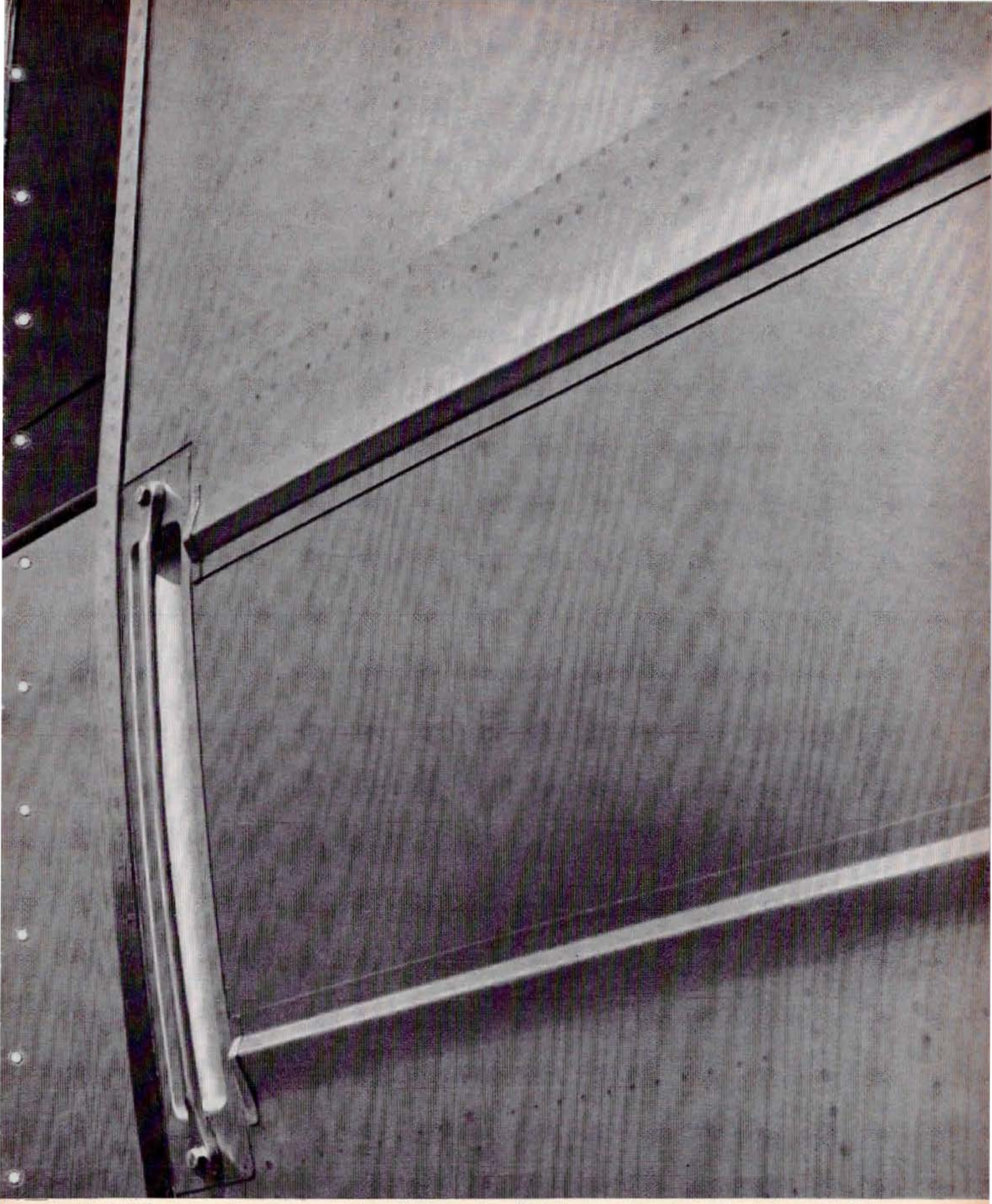
—J. A.

If the Long Island predicts power savings of $2.8 million, thanks to lightweight design stainless cars, how much can your road save?



Each new Metropolitan car coming into service on the Long Island Railroad weighs 3000 pounds less than a comparable-size carbon steel car, and considerably less than the cars presently in use. The 85-ft. long Metropolitans, built by Budd Company, weigh 92,000 pounds. That's 1080 pounds per foot, compared to their older cars at 2020 pounds per foot.

This weight saving comes from the structural use of extra-strong nickel stainless steel in the body and sheathing. The LIRR estimates that, during each car's 25-year lifetime, this lower weight will result in $4500 savings in power costs. And since they have 620 Metropolitans on order, their total power savings will come to $2,790,000—thanks to



stainless steel.

Save on paint and corrosion repair, too.

When you get your pencil out to figure what your line might expect to save with stainless, don't forget to include savings on paint and repair of corrosion. Nickel stainless steel never needs paint. Its corrosion resistance has been proved by years of experience.

Our brochure, "Nickel Stainless Steel—The Modern Material for Modern Transit," spells out the advantages of stainless in detail. For your copy write to The International Nickel Company, Inc., 67 Wall Street, New York, N. Y. 10005.

INTERNATIONAL NICKEL

50,000 CONGRATULATIONS FROM ACF TO TRAILER TRAIN

Trailer Train has changed the American transportation scene. And it has done a lot of its revolutionizing with piggyback cars. Including ours.

In fact, on May 27th, Trailer Train received its 50,000th piggyback car. That's over 700 miles of cars. A train that long would stretch from Philadelphia to Chicago. It's a growth record to be proud of.

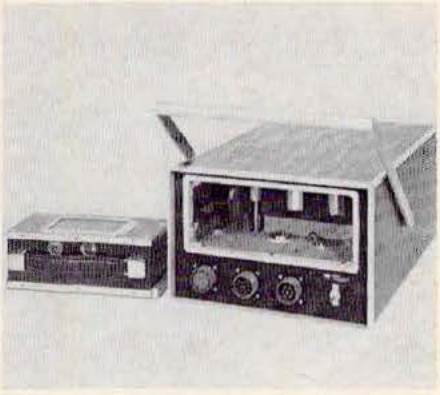
ACF takes the opportunity to wrap up 50,000 congratulations into one.

Congratulations.

acf

ACF INDUSTRIES

NEW PRODUCTS REPORT



Locomotive recorder (RA-1)

A Teledyne data-recording system for improving locomotive management has been designed to operate in conjunction with various transducers installed permanently on a unit. Major locomotive performance and operational parameters are collected on a sealed magnetic tape. Analog signals from transducers which indicate speed, acceleration, throttle position, transition, traction-motor current, and the operation of automatic, independent and dynamic brake are converted to digital data and put on magnetic tape in a tamper-proof housing. Up to 72 hours of continuous monitoring are recorded on each tape magazine. The magazine, after its removal at a locomotive terminal, is delivered to a central facility where a tape reproducer converts the digital data back to analog signals which are graphically reproduced for examination by those responsible for motive power operation. The 8- or 16-channel data recorder (right) and tape magazine (left) which go on the locomotive weigh about 40 lb and occupy a little over 2 cubic feet. *Geotech.*

Non-slip floorcoating (RA-4)

Bonding action of the Epoxo Non-Slip floor coating, a two-part compound including an abrasive material in a liquid binder and a separate hardener, is said to protect against weathering, corrosion and wear of steel plates, concrete, aluminum, stone, linoleum and asphalt. Coating can be applied to any clean, dry surfaces with a trowel, brush, spray applicator, or phenolic core roller. Coverage averages 225 sq ft per 5 gallons. Drying time for most areas is 5 hr. *Falcon Safety Products.*

Data modems (RA-2)

The TE-216 series of data modems transmit and receive digital data at rates up to 4,800 bits per second over voice frequency bandwidth telephone circuits via either wire line, cable, carrier or micro-wave. The three basic series are available in configurations for transmission at 4,800, 3,600 and 2,400 bits per second. These modems are designed for continuous unattended operation.

Transmission is full duplex (synchronous transmit and receive operation) over a 4-wire telephone circuit. The transmit function of the modem accepts serial digital data from an external source (computers, business machines), phase-amplitude modulates the data on the data tones and applies the data tones to the telephone circuit.

The receive function establishes synchronism with the pulse repetition rate of the signal received from the transmitting modem, demodulates and regenerates the data and provides the data in serial form to the associated input-output equipment. *Data Equipment Division, Collins Radio Co.*

Transit brake (RA-5)

The Westcode brake for rapid-transit equipment is an electro-pneumatic system based on transmission of a binary code which produces seven or more levels of retardation and incorporates a fail-safe feature. An electric trainline provides instantaneous response on each car, assuring faster, integrated deceleration throughout a train. Components are light and simple in design to eliminate maintenance problems. The concept is said to be well suited to the growing trend to automation. *General Electric.*

Control system (RA-3)

A newly designed magnetic visual control system utilizes a vertical, visible edge card file to simplify record keeping and scheduling problems. Information is posted on a 5-in. x 8-in. file card as a job progresses through the plant. The job schedule is graphically illustrated with colorful magnetic elements on the magnetic board the card file is attached to. A permanent record is then filed showing the progress for each job. *Methods Research Corp.*

RAILWAY AGE
THE TRANSPORTATION WEEKLY

30 Church Street, N.Y., N.Y. 10007 READERS' SERVICE (Att. J. Lindstrom)

PLEASE SEND ADDITIONAL INFORMATION ABOUT PRODUCTS IN ADVERTISEMENTS NUMBERED: 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15

PLEASE SEND INFORMATION ABOUT PRODUCTS DESCRIBED ON PAGE 29 MARKED: RA-1 RA-2 RA-3 RA-4 RA-5

NAME ..... TITLE .....

ADDRESS .....

COMPANY .....

CITY ..... STATE ..... ZIP .....

• Inquiries can be processed only if title and company are shown. 6/2/69

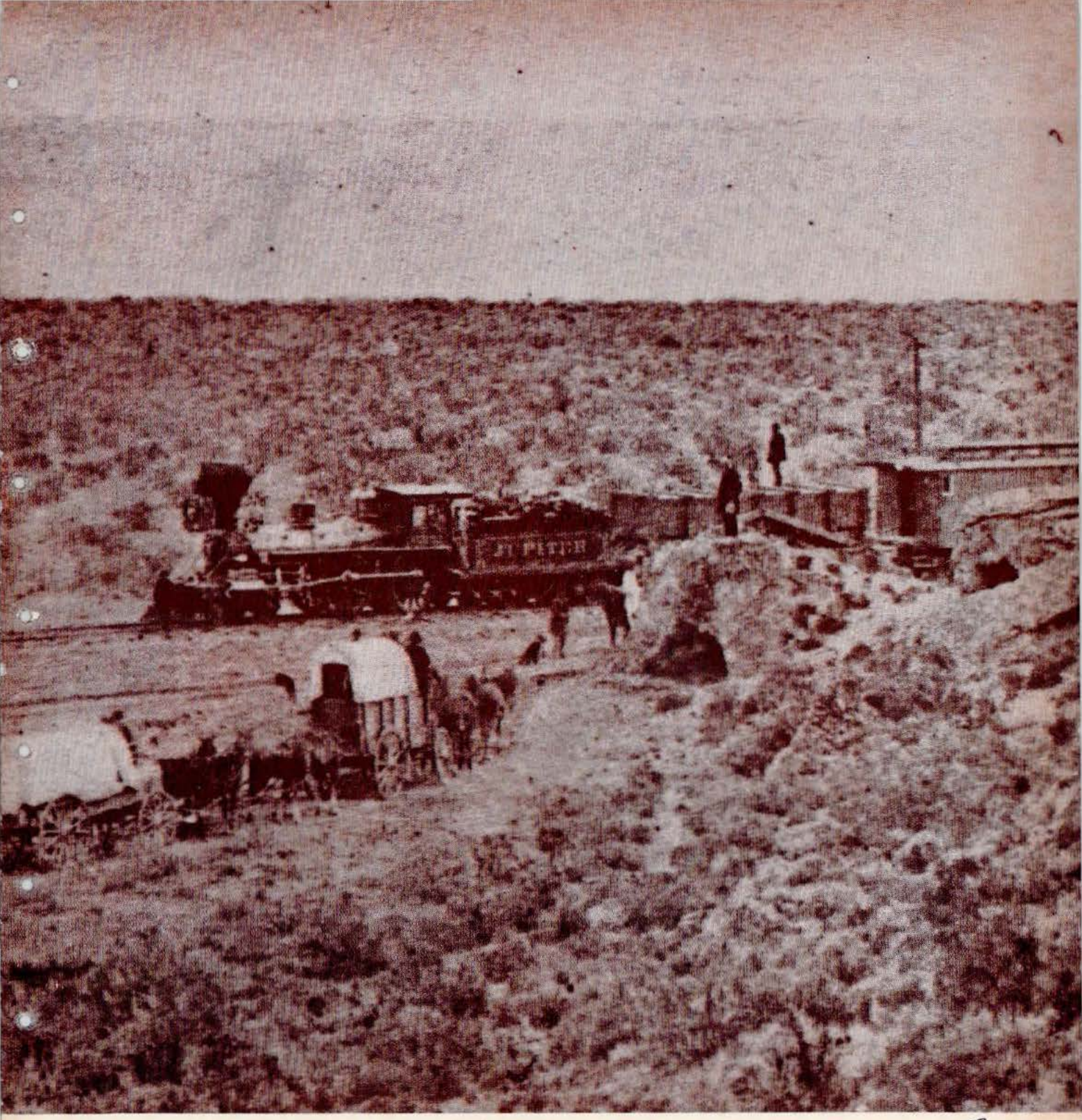
Suddenly, 100 years ago, there

Cecil B. DeMille would have loved it.

Here was California Governor Leland Stanford's special train headed east for Promontory, Utah. Headed west was one of the last wagon trains of emigrants bound for California. Two days later—on May 10, 1869—Stanford drove the golden spike to mark completion of the transcontinental railroad.

Linking East and West by rail was one of the great engineering feats of all time. Railroaders blasted their way through the Rockies, threw bridges across rivers and chasms, cut and filled enough earth to bury and rebury the Pyramids, beat off persistent Indian attacks.

What railroaders proved beyond their own skill and daring was the special virtue of the railroad idea itself. Governor Stanford's "Jupiter" and attendant cars look quaint, to be sure. But here was prefigured the future of volume transportation—terrific power and capacity packed into a narrow space, the low friction of steel



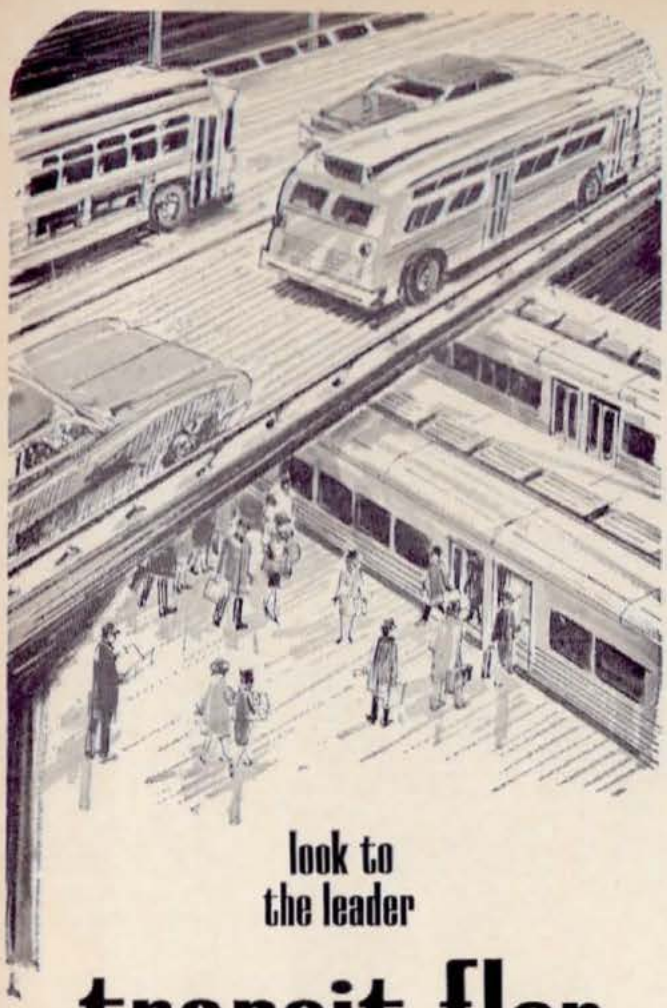
was a new way to go west

1869 1969
GOLDEN SPIKE
CENTENNIAL

wheel rolling on steel rail, the great savings of a multiplicity of towed vehicles, the efficiency of "guided movement" (today this advantage has escalated: only the rail-guided train lends itself naturally to automation). Here was a fit vehicle for building the west.

Today, the Iron Horse is still the best vehicle in sight for building the kind of volume transportation system America will need to hold her place in the world. And it's getting better every day . . . with new unit trains, new loading and unloading techniques, new developments in containerization and piggybacking, new computerization. Where do railroaders keep up with this parade of progress? In the pages of weekly RAILWAY AGE. What a place to talk about *your* contributions to progress!

Be part of the weekly excitement in **RAILWAY AGE** *the transportation weekly*



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the leader

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Resilient
Rubber Flooring
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It's superior performance year after year that makes a leader stand out above the rest. We've been blending durability, safety, and eye-appeal into Transit-Flor rubber flooring for many years... providing the transit industry with maximum quality for best performance.

When designing new equipment or updating existing cars or buses, look for the leader first... TRANSIT-FLOR.

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Circle 11 on coupon page 29

NTSB wants a new safety unit

The feasibility of equipping the ends of locomotives with a device which would function as an impact absorber and/or deflector to reduce highway grade crossing casualties has been recommended for investigation by the National Transportation Safety Board. In its recommendation to Secretary of Transportation John A. Volpe, NTSB called for the establishment of a joint Federal Highway Administration/Federal Railroad Administration group, to work in cooperation with the railroad industry, "to reduce the severe fatality rate among motor-vehicle occupants when a train does strike a vehicle."

The state of the art of impact protection has improved in recent years, NTSB noted. Collapsible steering columns, hydraulic automobile bumpers, crash cushioning for space craft and longitudinal cushioning for freight cars were all cited as typical recent developments. NTSB Chairman John H. Reed explained that the recommendation for a new approach to cutting grade crossing fatalities is based also on the "very high frequency of involvement of locomotive fronts in fatal accidents." He cited FRA statistics which indicate that the average head-end locomotive, over its 20-year service life, would be involved in "almost two train-strikes-vehicle accidents."

There were 2,456 such collisions in 1967 which resulted in 1,158 fatalities—76% of all deaths resulting from rail-highway grade-crossing accidents. Four railroad employees died in these accidents, "a ratio of 289 to 1," according to NTSB. "The locomotive crew is protected by the strength and design of the front end of the locomotive," it continued. "Vehicles, on the other hand, have been sustaining severe disintegrative damage in such collisions, so that a high fatality rate has resulted."

Because of the "high involvement rate," said the Board, the project, if feasible, would "justify a large expenditure to apply the device to all front-end locomotives for the benefit of society as a whole. The cost of the device would be reduced by a standardized module approach."

In the US, NTSB estimated, there are at any time 25,000 head-end locomotives, 220,000 grade crossings and 97 million motor vehicles. "Front impacting surfaces of locomotives would provide a very favorable focal point for an efficient use of research funds to reduce grade crossing fatalities," it was concluded.

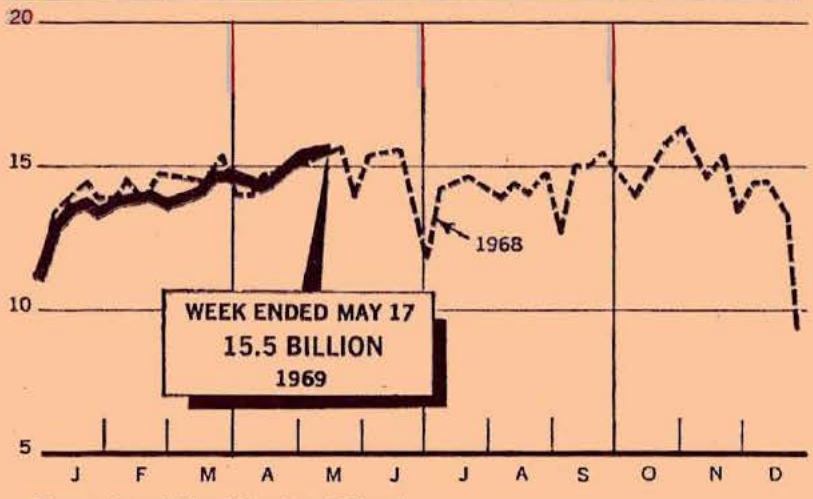
Some grade crossing accidents were cited as examples of the problems involved with present motive power. A road switcher moving 56 mph struck the rear of a school bus a glancing blow but "irregularities and protuberances on the front of the locomotive" concentrated forces to destroy structural parts and snagged the body, "probably increasing the velocity with which the bus was thrown against a telephone pole." Four children died.

A carbody unit with a snow-plow pilot was traveling 54 mph when it struck a station wagon, separating the vehicle frame and engine from the body and killing the nine occupants. While the pilot was bent down so it prevented the auto from going under the wheels, the "hardness of the frontal parts of the locomotive" destroyed the vehicle which was of thinner metal throughout.

It was noted that there is already an FHA/FRA Joint Action Group working to improve the grade crossing "environment" by promoting construction of separations and encouraging the use of better warning devices at crossings where it is not yet practical to separate the grades. ■

RAIL FREIGHT TRAFFIC TRENDS

BILLION TON-MILES (Estimated)



Source: Association of American Railroads

SHIPMENTS OF RAILROAD STEEL PRODUCTS

(MARCH AND THREE MONTHS 1969)

	NET TONS			
	March	Per Cent Change*	Three Months	Per Cent Change*
Rails, trackwork and equipment	122,190	+25.6	316,631	+11.3
Freight and passenger cars and locomotives	194,619	+2.2	588,128	+2.4
Street railways and rapid transit systems	2,789	−54.5	10,010	−25.6

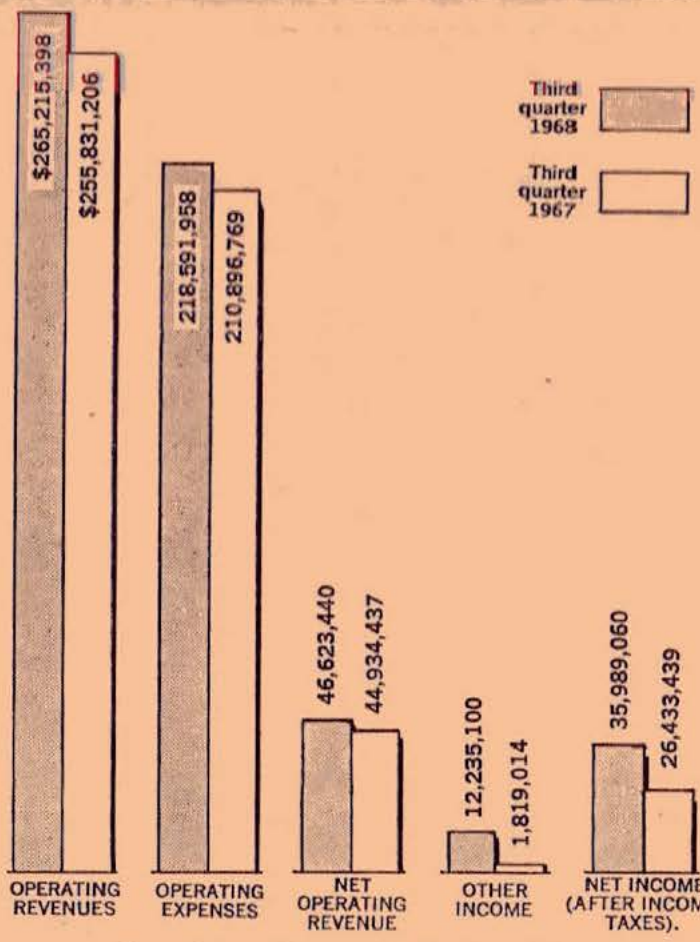
*Per cent change compares 1969 periods with like 1968 periods.
Source: American Iron and Steel Institute.

Current Statistics

Net Income, Class I roads	
Twelve months, 1968	$593,000,000
Twelve months, 1967	$551,000,000
New freight cars on order	
April 1, 1969	34,068
April 1, 1968	22,605
New freight cars delivered	
3 mos., 1969	14,999
3 mos., 1968	16,183
Serviceable cars	
April 1, 1969	1,376,543
April 1, 1968	1,401,360

CLASS I MOTOR CARRIERS OF PASSENGERS

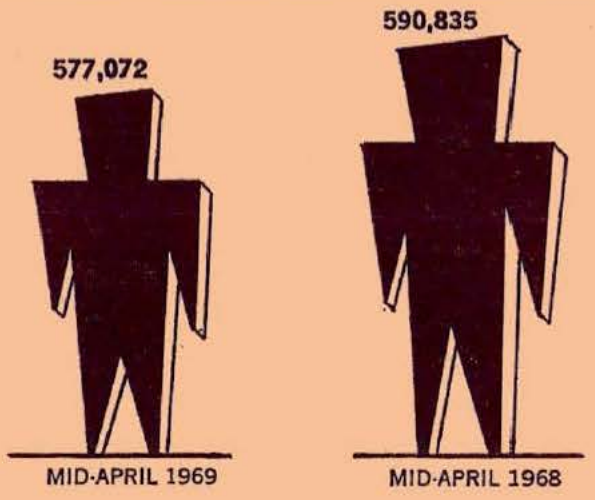
Selected statistics



Source: Bureau of Accounts, ICC. Figures are for intercity and local or suburban operations. Class I motor carriers are those having annual gross operating revenues of $200,000 or more.

RAILROAD EMPLOYMENT

(CLASS I LINE-HAUL RAILROADS)



Source: Bureau of Accounts, ICC.

MARKET OUTLOOK

CARLOADINGS

Loadings of revenue freight for the week ended May 24 were not available when this issue of Railway Age went to press.

REVENUE FREIGHT CARLOADINGS

Commodity	May 17 week	Preceding week	Per cent change
Grain	19,967	20,468	− 2.4
Farm products	14,810	14,101	+ 5.0
Metallic ores	54,410	44,671	+21.8
Coal	108,334	105,869	+ 2.3
Crushed stone, gravel & sand	35,373	34,238	+ 3.3
Nonmetallic minerals	11,320	11,582	− 2.3
Grain mill products	19,930	19,112	+ 4.3
Food & kindred products	24,196	24,037	+ 0.7
Primary forest products	25,885	25,594	+ 1.1
Lumber & wood products (except furniture)	16,595	16,516	+ 0.5
Pulp, paper & allied products	25,498	25,453	+ 0.2
Chemicals & allied products	34,234	35,508	− 3.6
Petroleum products	11,347	11,027	+ 2.9
Stone, clay & glass products	24,012	22,904	+ 4.8
Coke	8,428	8,172	+ 3.1
Metals & products	30,651	30,130	+ 1.7
Motor vehicles & equipment	21,699	21,853	− 0.7
Waste & scrap materials	15,314	15,281	+ 0.2
Forwarder & shipper assn. traffic	6,611	7,077	− 6.6
All other carloads	72,909	74,647	− 2.3
LCL traffic	2,060	1,990	+ 3.5
Total cars loaded	583,583	570,230	+ 2.3

CUMULATIVE TOTAL, 20 WEEKS	1969	1968	1967
	10,530,197	10,588,876	10,701,177

IN CANADA

Cumulative	Revenue Cars Loaded	Total Cars Rec'd from Connections
April 30, 1969	1,201,408	425,824
April 30, 1968	1,163,392	415,520

FREIGHT-TRAIN CARS

● *Canadian Pacific.*—Has ordered 100 gondola cars for woodchip service in British Columbia. The cars, to cost $1,600,000, will be built by Napanee Industries Ltd. The cars are designed specially by CP Rail's mechanical department for rapid unloading on hydraulically-tilted sections of track. Delivery is scheduled for July and August.

● *Northern Pacific.*—Has ordered 51 55½-ft, 4,650-cu-ft-capacity Center Flow Conditionaire covered hopper cars from ACF at a cost of about $1.7 million. Delivery is scheduled for autumn 1969.

● *Trailer Train.*—Ordered 246 68-ft, 100-ton bulkhead flat cars from Bethlehem Steel. New cars ordered by TTX since Jan. 1 now total 2,625. As of May 19, TTX had 51,198 cars in service or on order.

NEW FACILITIES

● *Canadian National.*—Will lay 400 miles of welded rail in 1969, compared with 300 miles laid in 1968. Welded rail is now installed on 10% of CN's 25,000 miles of main track.

● *Illinois Central.*—Unveiled plans for a new, $14-million locomotive and passenger-car maintenance shop located in the Chicago south suburban communities of Homewood and East Hazel Crest. Called Woodcrest, the new facility will employ about 600 persons, include three structures accounting for 500,000 square feet of floor space, and require 42 separate tracks. Scheduled completion date is April 1971.

FOREIGN

● *Taiwan.*—The Cabinet of the Republic of China has approved the Taiwan Railway Administration's plan to apply for a $31.2-million loan from the World Bank. The loan would be used to finance purchases of 18 diesel electric locomotives, 268 passenger cars, 600 freight cars, and other items of railroad equipment.

● *Yugoslavia.*—The Yugoslavian Railway Transport Enterprise has asked that potential bidders on construction of various bridges submit their qualifications by June 30. The bridges will be on the Zlatiboro-Priboj, Priboj-Prijepolje and Prijepolje-Gostun sections of the Beograd-Bar Railway Line. Construction is to begin October 1. Copies of the prequalification document are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230. One set of drawings is available for office review.

YOU OUGHT TO KNOW

Flood-battered road hits the end of the line

Spring floods in North Dakota may have put the Midland Continental out of business—permanently—as a separate railroad company. The 68-mile line is owned by Soo Line and Northern Pacific. And it's now planned that (1) Midland Continental will ask the ICC for permission to abandon operations as a separate company, while (2) Soo and NP apply for authority to acquire and operate certain parts of the road individually. In this way, the roads say, service to principal communities on MC can be maintained. Midland Continental lost several bridges in the spring floods, with damages estimated at several hundred thousand dollars—and under the circumstances, continued operation of the road as a separate carrier would be uneconomic.

Burlington: Not the "granger" it once was

In times past, a sharp drop in grain traffic would have brought disaster to a road like Burlington. But times are changing. Last year, CB&Q experienced a 30% reduction in grain shipments—but operating revenues were up by $7.5 million, to an all-time high. Through the first four months of 1969, grain was down from even the depressed levels of '68—but revenues showed a $4.4-million gain. The total picture, says President William J. Quinn, offers "heartening evidence that long-standing efforts to broaden and diversify the traffic mix are meeting with success. Despite the decline of grain traffic, revenue ton-miles increased 10.8% in 1968 and overhead traffic continued to grow in importance. It's hoped that grain shipments will ultimately resume in greater volume —at which time the railroad's revenues and net income should record substantial improvement."

Advertising Managers elect M. O. Edwards

Maynard O. Edwards, advertising manager of the Norfolk & Western, was elected president of the Association of Railroad Advertising Managers (ARAM) at its 45th annual meeting in Montreal. Also elected were Larry Barbeau, advertising agent, the Milwaukee Road, first vice president; Charles R. Ward, acting general advertising manager, Union Pacific, second vice president; H. Pier Clifford, assistant advertising manager, Baltimore & Ohio/Chesapeake & Ohio, third vice president. Joe D. Singer, advertising manager, B&O/C&O, was reelected executive secretary-treasurer.

Negro named as DOT's general counsel

With the appointment of James A. Washington, Jr., as general counsel for the Transportation Department, not only has the top-level DOT staff been rounded out, but Secretary John A. Volpe has filled his pledge to find a Negro for a high Department position. Named by President Nixon, Washington has been dean of the Howard University law school, in the District of Columbia, since March 3. He is a former chairman of the District public service commission.

N&W to centralize ID and RE

The Norfolk & Western is restructuring its now separate industrial development and real estate activities into one central department. N&W President Herman H. Pevler said the new office will be called the Industrial Development, Real Estate and Taxation Department. It will be headed by Vice President James E. Carr.

SP route: An engineering landmark

The Central Pacific, forerunner of the present Southern Pacific, has been designated a national historic civil engineering landmark by the American Society of Civil Engineers. William H. Wisely, executive secretary of the ASCE, in presenting a bronze plaque denoting the landmark designation, traced the railroad to the early pioneers of the civil engineering profession in America.

LUTHER MILLER

AS THE EDITOR SEES IT

RAILROADERS AND TRUCKERS seem to talk to each other—a more precise term might be "shout at"—only when they appear as adversaries in some regulatory proceeding; or when their publicity mills are grinding. Isn't a more meaningful dialogue called for at a time when the various modes of transportation are being exhorted by nearly everyone, including their own principal spokesmen, to move toward an era of genuine intermodalism?

THIS WEEK'S INTERVIEW with the chief executive of the nation's largest and most widely diversified motor carrier, Consolidated Freightways, is, we hope, at least a modest step in this direction. William G. White entered trucking after a distinguished career in railroading. He is highly respected in both industries, though it is unlikely that his statements in this issue of Railway Age will win the complete support of either industry.

BUT WHAT MR. WHITE HAS TO SAY is worth study. "Business makes business," he contends. What's good for truckers, he is saying, will also in the long run be good for their competitors. It really isn't all that simple. But Mr. White's positivism, his refusal to be spooked by the spectre of the jumbo jets, is refreshing and, we believe, fundamentally correct.

THERE ARE MANY REASONS for putting an end to the intermodal cold war. In a recent speech in Chicago, Erie Lackawanna Chairman John Fishwick put his finger on perhaps the most compelling of these: "If we can set aside, or dampen down, some of the bitter infighting between modes, then we may hope for a voluntary, wide-ranging search for better transportation in the United States. If we cannot do this, it will mean that government—armed with an aroused public opinion—will push for solutions that are not voluntary."

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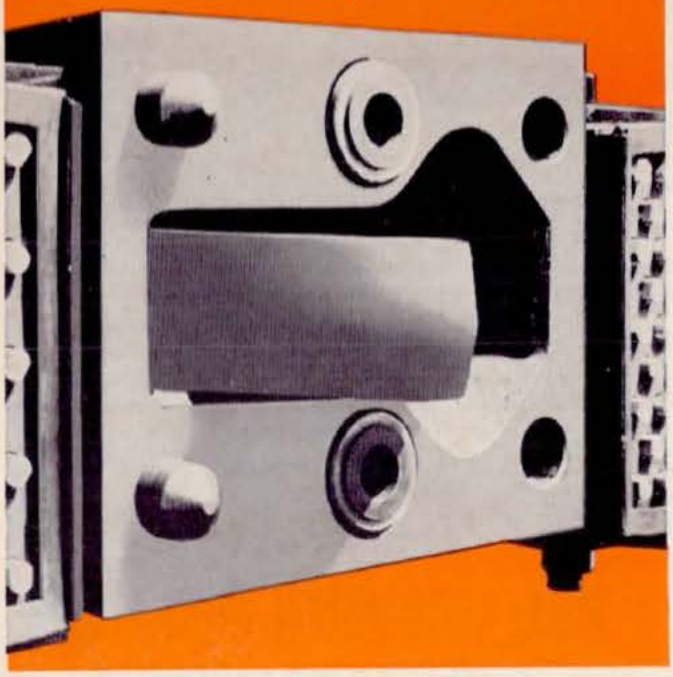

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Containerization is a challenge

Containerization represents one of the major challenges facing the transportation industry, said J. R. Sullivan, Penn Central's vice president—marketing, before the Mid-Atlantic States World Trade Conference in Cleveland, and full realization of its potential might best be achieved through a unified carrier management. "The intermodal aspect of the container stimulates the 'systems approach' to physical distribution and has created a new recognition among the respective modes, whether land, air or water carriers, that all of us are in the total transportation business," he said.

Container standardization is often the subject of numerous debates, noted Sullivan, with some practitioners contending that an effective interface between modes is only possible with standardized equipment, while others arguing that the uniqueness of each mode precludes standardization.

A prime example of this divergence of opinion, said Sullivan, can be found in the design of cellular containerships, where containers are stowed in "honeycomb" fashion for sea transport. With the wide range of container lengths and widths, plus the essential requirement that the container fit snugly into its cell, the "odd-sized" unit becomes a major problem. They simply cannot be accommodated unless there is inherent flexibility built into the containership.

Labor relations is another problem area related to the growth of containerization, Sullivan said. "The short run impact of containerization upon large longshore manpower requirements has generated increasing resistance by organized labor to broadening the use of containers," he noted. Making an example of the recent New York dockworkers' strike, where the settling agreement called for longshoremen to stuff and strip containers at waterfront facilities, Sullivan said that such provisions prevent the steamship operator from taking full advantage of the cost savings inherent in the new technology. While admitting that the labor problem over containerization will probably be settled "somewhere in between," Sullivan maintained that there will be no drastic changes in the present situation for the near future.

Freight rates represent another challenge, stated Sullivan, noting that ship rates have changed little since the time when break-bulk operation was inaugurated. Paralleling the experiences of the railroads, Sullivan said that in recent years there have been increasing customer demands for a flat rate for hauling the container, regardless of its contents. Up to this point, however, maritime container rates have remained largely on a commodity basis, with a freight-all-kinds or flat-container charge not having been generally adopted. Aside from the bookkeeping simplicity involved, Sullivan said that, "From the broader viewpoint of international trade, it is argued that FAK rates would have the probable effect of lowering the price of American exports in the foreign market, thus putting U.S. manufacturers in a stronger competitive position."

Calling for carrier unification, Sullivan concluded, "For the long run, as we see it, full realization of container potential might best be achieved by placing responsibility for it in the hands of a unified carrier management which will (1) provide centralized responsibility and liability on the through movement from domestic to final foreign destination as well as (2) provide a broad-based means of determining the economic trade-offs necessary to maximize system-wide efficiency." ■

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VIEWPOINT

Panic, politics and safety don't mix

This editorial originally appeared in the March 17/24 issue of Railway Age under the title, "Safety problems need a rational approach." In the light of subsequent events, its basic message seems all the more urgent. Readers who agree with these views might want to communicate them to their Congressmen.

If there's one thing that isn't needed, in helping to solve railroad safety problems, it's irrationality.

If there's one thing that is needed, it's a reasoned approach, free from panic and free from the influence of those whose stock solution to any problem is to plaster it over with legislation.

It's hard to believe that anyone could be more concerned than a railroad man when safety is at stake. Safety, the rule book says, "is of the first importance in the discharge of duty." Railroad managers live by that rule, just as the switchman or engineer must. He who breaks the rule—on whatever level—suffers the consequences, sooner or later.

Still, railroads and their managers are under suspicion and under attack. There has been an increase in derailments. There has been a series of tragic incidents involving hazardous cargo. Industry critics have leaped into action, demanding that "something be done." Inevitably, "something" involves new law—and regulation-making. Inevitably, the industry's image will take a beating, at a time when new image-problems are least needed. And at this point, there's no guarantee that *any* legislative or regulatory proposal will really do the job of making railroads safer.

To put it another way, the industry doesn't need hastily-contrived solutions. Especially, it doesn't need hastily-contrived solutions to a problem which has not been adequately identified.

What *is* needed? Information—more information and better information, of the kind that can come from improved industry-based analysis and, perhaps, only from there.

This is the kind of information that doesn't come easily. Determining the cause of a derailment is essentially a matter of hindsight. Sometimes it's simple to pinpoint a cause. Sometimes it's as complex a job as that faced by air-crash investigators trying to piece together wreckage that may have scattered over many square miles.

Sometimes even an exhaustive investigation ends up in a puzzle. "We think it was a rail failure," says the Mechanical Department. "We think it was equipment failure," says the Engineering Department. "Well, it sure wasn't man-failure, and don't you claim it was," says the brotherhood.

TWO KEYS TO IMPROVEMENT

In the railroad's own investigation, however, lies one of the keys to safety improvement. In greater research—cooperative research involving railroads, suppliers, perhaps the AAR and the FRA—lies another key.

Politically, it may be popular to cut loose with oratory, and to dish out verbal wallops against the industry and its record. Politically, it may be less than popular to counsel patience, and to line up in favor of the rational investigative approach.

Politically, the line of least resistance may be to fill the legislative hopper and crank up the publicity mill. But the line of least resistance could easily also be the line of least accomplishment. And neither the industry nor the nation will benefit if politics is allowed to triumph over rationality.

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